Board of Trade Journal

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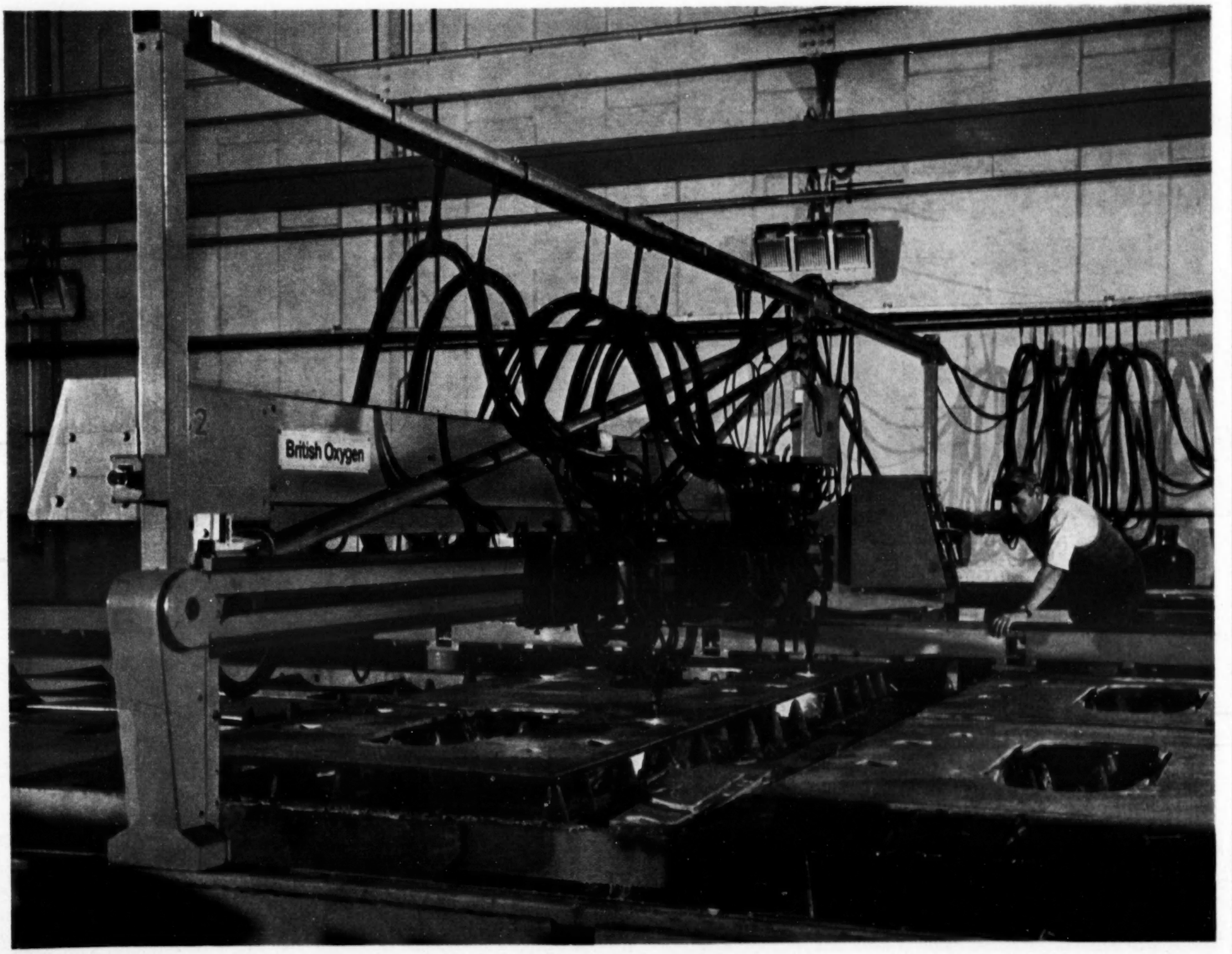

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Front cover photograph

A ratio-controlled Condor cutting machine made by the British Oxygen Co. Ltd., one of four which have been sold to Rumania. Two of these machines, with other equipment, were recently ordered from BOC in a package deal worth a total of £47,000. Masinimport, the Rumanian buying agency, placed the orders for Automechanica, a major fabricating and engineering works in Moreni, and Uzuk, chemical plant and pressure vessel manufacturers of Ploiesti. Other equipment in this package deal included a heavy cutting rig and a 5-ton manipulator for Uzine Masine Crele Bucuresti (UMGB), turbine and boiler manufacturers of Bucharest, and welding equipment for other customers.

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	Last published
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	This week
Mileage and traffic (A)	9 July 1969
Trade by air (6-M)	22 Oct. 1969
Balance of payments:	
Civil aviation (Q)	4 Feb. 1970
Trends in invisible transactions (Q)	11 Mar. 1970
UK balance of payments (Q)	11 Mar. 1970
Bankruptcy orders (Q)	18 Feb. 1970
Business names registered (A)	This week
Capital expenditure:	
Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	This week
Industry's investment intentions (3 times a year)	21 Jan. 1970
Manufacturing industry. Census of production (A)	31 Dec. 1969
Catering trades turnover (M)	This week
Chemicals industry (Q)	28 Jan. 1970
Companies:	
Acquisition and mergers (Q)	5 Feb. 1970
Income and finance (Q)	10 Dec. 1969
New companies registered:	
Gt. Britain (M)	18 Mar. 1970
N. Ireland (M)	1 April 1970
Computers:	
UK computer market (Q)	4 Feb. 1970
Construction work overseas (A)	15 Oct. 1969
Credit:	
Instalment credit business (M)	11 Mar. 1970
International trade credit (A)	3 Sept. 1969
Electronics industry:	
Electronic capital equipment deliveries, research and development (Q)	11 Feb. 1970
Engineering and electrical goods:	
Deliveries of certain products (Q)	7 Jan. 1970
Production exports and orders (M)	25 Mar. 1970
ECGD business (Q)	11 Mar. 1970
Film industry:	
British Film Fund Agency returns (M)	11 Mar. 1970
Cinema admissions and takings (M)	1 April 1970
Overseas payments and earnings (A)	5 Nov. 1969
Registration of films (A)	4 Mar. 1970
Trends in film going (A)	16 July 1969
Food:	
Consumption levels (A)	18 Feb. 1970
Household consumption (Q)	4 Feb. 1970
Footwear industry orders and deliveries (M)	18 Mar. 1970
Foreign trade:	
EFTA trade (Q)	18 Mar. 1970
Trends in export of manufactures (A)	17 Sept. 1969
Industrial countries trade and production (Q)	4 Feb. 1970
Foreign trade of the UK:	
Direct orders (A)	3 Sept. 1969
Unit value and volume index nos. (M)	25 Mar. 1970
Value of overseas trade (M)	25 Mar. 1970
Value of overseas trade: analysis of trends (Q)	11 Mar. 1970
Gold and convertible currency reserves (M)	11 Mar. 1970
Hairdressing trades turnover (M)	This week
Hire purchase:	
Assets and liabilities of finance houses (Q)	18 Feb. 1970
Business (M)	11 Mar. 1970
Industrial building (Q)	28 Jan. 1970
Industrial development certificates refused (A)	9 July 1969
Industrial production:	
Index nos. (M)	25 Mar. 1970
N. Ireland index (M)	25 Mar. 1970
Insurance companies:	
Assets (A)	30 July 1969
Transactions (Q)	1 April 1970
Investment and earnings overseas (A)	9 May 1969
Laundries and dry cleaners turnover (M)	This week
Machine tools, deliveries and orders (M)	25 Mar. 1970
Man-made fibres:	
Analysis of production (A)	11 Feb. 1970
Analysis of production (Q)	11 Feb. 1970
Production (M)	This week
Volume of production (M)	11 Mar. 1970
Motor industry:	
Car and commercial vehicle production (M)	This week
Motor trades turnover (M)	18 Mar. 1970
Office development permits (Q)	4 Mar. 1970
Partnerships registered (A)	7 Feb. 1969
Pension funds:	
Assets (A)	30 July 1969
Trends in private pension funds investment (Q)	1 April 1970
Retail prices index (M)	25 Mar. 1970
Retail trades:	
Index nos. (M)	11 Mar. 1970
N. Ireland index (M)	This week
Royalty transactions (A)	25 Mar. 1970
Shipping:	
Movement at UK ports (M)	11 Mar. 1970
Nationality of vessels in UK sea-borne trade (A)	7 Jan. 1970
Stocks:	
Distributive and service trades (A)	7 Mar. 1969
Industry's stocks (Q)	This week
Manufacturing industry. Census of production (A)	31 Dec. 1969
Retail (M)	18 Mar. 1970
Television:	
Overseas payments and earnings (A)	5 Nov. 1969
Textiles:	
Clothing and textile orders and deliveries (M)	25 Mar. 1970
Cotton production (M)	25 Mar. 1970
Wholesale houses sales (M)	18 Mar. 1970
Wool exports (Q)	25 Feb. 1970
Wool output (M)	25 Mar. 1970
Tourism:	
International tourism (A)	27 Aug. 1969
UK tourist traffic (M)	4 Mar. 1970
Wholesale prices:	
Average prices of selected commodities (A)	25 Feb. 1970
Index nos. (M)	18 Mar. 1970

Board of Trade Departments, etc.

Subjects	Last published
Board of Trade addresses	18 Feb. 1970
Board of Trade Regional Organization	18 Mar. 1970
British Commercial representatives overseas	14 Jan. 1970
Customs notices of interest to exporters	4 Mar. 1970
Directory of Board of Trade Departments and their work	This week
ECGD local offices	25 Feb. 1970
Half-yearly index – July-Dec. 1969	18 Feb. 1970
Official Receiver's offices	21 June 1969
Programme of trade promotions	11 Mar. 1970

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H-W.38

First impressions in Hong Kong

By J. K. Blackwell, Senior British Trade Commissioner, Hong Kong

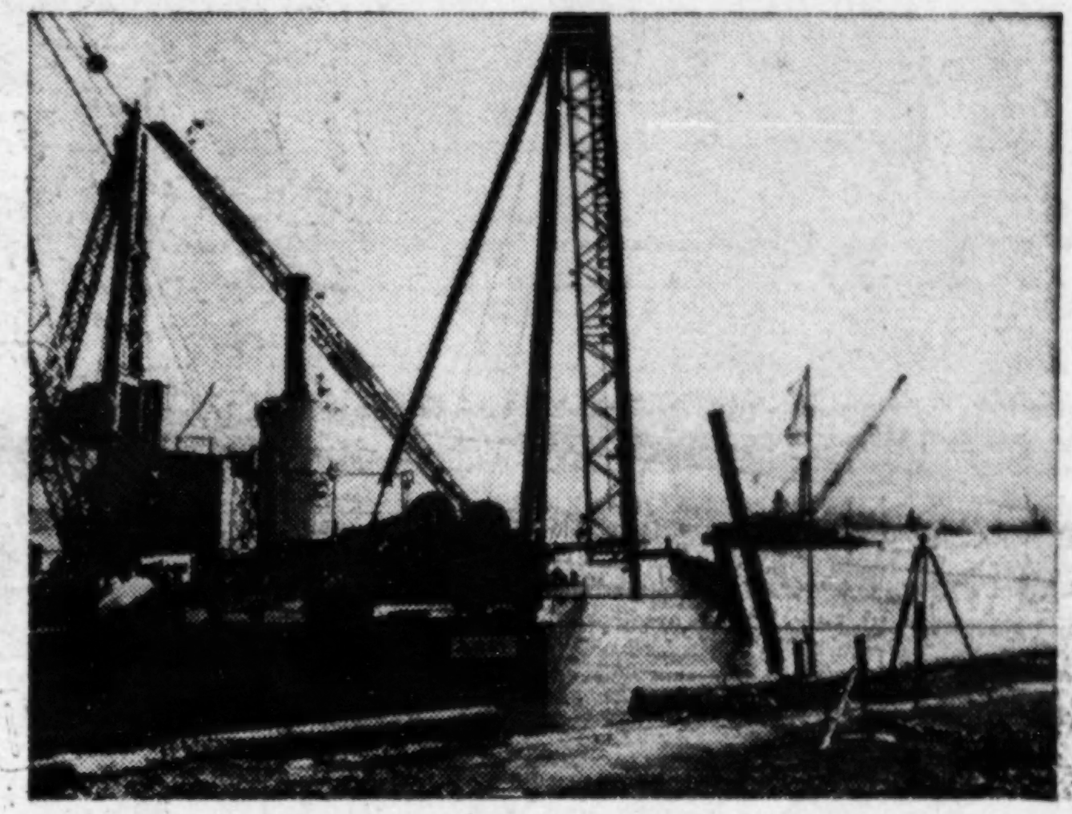
THE NEWCOMER to Hong Kong and even the visitor who has known Hong Kong in the past is immediately struck by the dynamism of the place. Its prosperity is evident all around one from the busy harbour, thronged with every kind of craft, to the immense skyscrapers going up on all sides. A little closer scrutiny will reveal new towns being built in the New Territories (each with population larger than that of Sheffield), new factories and power stations, immense new Government-built resettlement estates housing well over a million people at subsidised rents, vast new reservoirs created by damming whole inlets of the sea, mountains being levelled and land being reclaimed from the sea.

Statistics will confirm this visual evidence of prosperity. Domestic exports are increasing at the rate of 27 per cent a year and imports at 20 per cent. Bank deposits increased by 20 per cent in the last year and activity at the Hong Kong Stock Exchange has grown to such an extent that a second Stock Exchange has been set up.

Textiles and clothing still lead the way as Hong Kong's major industry accounting for nearly half her exports but great efforts are being made to diversify production in order to avoid the dangers of too many eggs in one basket. Plastic products, wigs, electronic equipment are only a few of the very varied goods which Hong Kong now increasingly exports.

Other signs of prosperity and of the confidence of Hong Kong citizens in the future of the Colony are such grandiose projects, either under way or under consideration, as the Cross Harbour Tunnel, the extension of Kai Tak airport (so as to take the jumbo jets) an underground railway, a container port, two earth stations working to the telecommunications satellites and another 50,000 million gallon reservoir to be created by damming the channel between an island and the mainland (the High Island Scheme), on similar lines to the existing Plover Cove reservoir, to be followed eventually by a 100 million gallons per day desalination plant to cope with the unquenchable thirst of Hong Kong.

The one regret which a citizen of the United Kingdom can have about this boom is that although United Kingdom exports to Hong Kong are in fact increasing at the rate of about 7½ per cent per annum, the proportion of the Hong Kong market supplied by the United Kingdom is gradually decreasing. It is now only about 9 per cent.



Work on the Hong Kong cross-harbour tunnel is proceeding. Shown here is piling for the temporary fitting-out jetty. The consulting engineers are Scott Wilson Kirkpatrick and Partners, and Costains are a leading member of the contractors consortium.

Part of the trouble in the past has been a tendency by British businessmen to take the Hong Kong market for granted. Although Hong Kong is a British Crown Colony, it is a great mistake to assume that its inhabitants are necessarily going to buy British. This is not a *chasse gardée*. There is much goodwill towards Britain but this is a classic example of a free enterprise economy and competition reigns supreme. British goods have to compete on equal terms with those of any other country and price, quality, delivery dates—especially delivery dates—are all important for obtaining orders.

However, there are signs that the tide is turning for United

(*Continued on page* 927)

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THE Dairy Farm "The net profit for the year amounted to HK$11,638,972...."

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or:

The Resident Representative,
Hong Kong Trade Development Council,
55-58, Pall Mall,
LONDON. S.W.1. Tel: 01-930-7955

Kingdom exports to Hong Kong and that United Kingdom businessmen are beginning to take this market seriously. Indeed, a market of some four million, increasingly sophisticated, customers with a rapidly increasing standard of living (a market, moreover, with a population greater than that of some 50 independent states) deserves to be taken seriously.

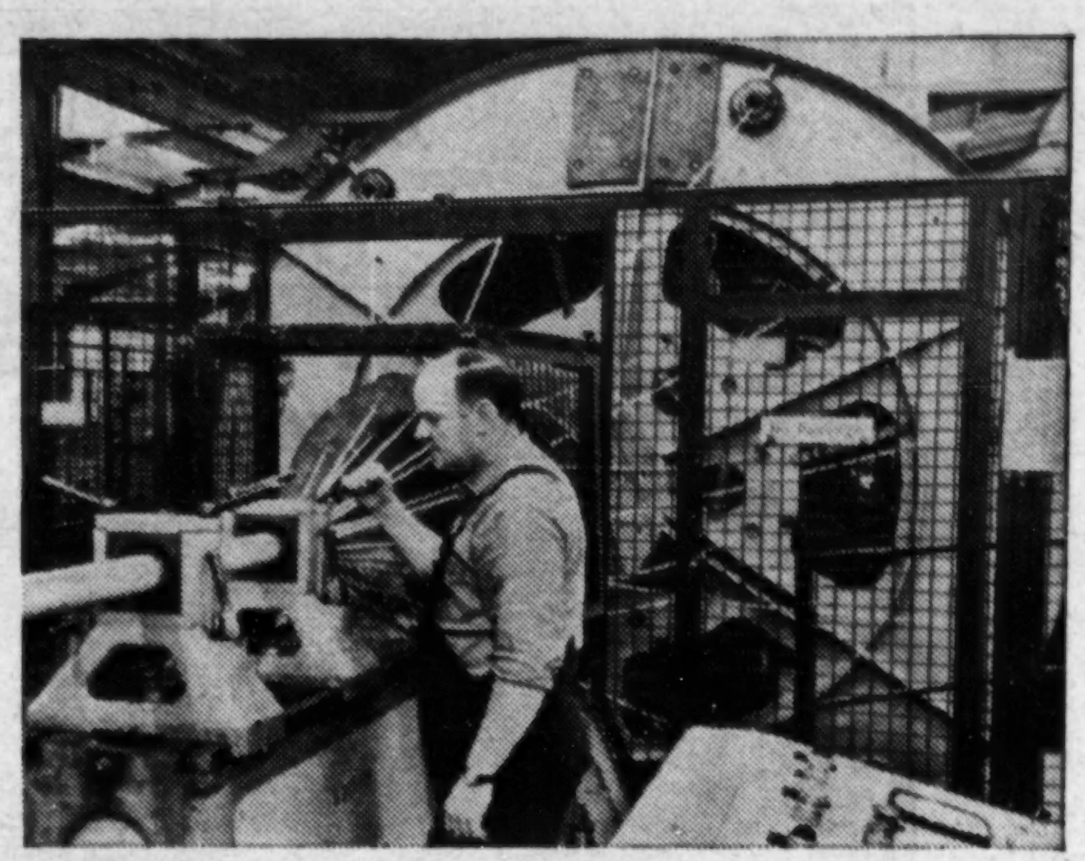
One of the most striking signs of this increased interest is in the visits of nine British trade missions from chambers of commerce and trade associations within the last 12 months and at least eight more already booked for 1970. These include missions from chambers of commerce in London, Birmingham, Sheffield, Westminster, Glasgow and Merseyside and from a number of trade associations—the Lighting Industry Federation, the National Wool Textile Export Corporation, the National Children's Wear Association, the British Menswear Guild, the British Electrical & Allied Manufacturers Association, the Designers and Art Directors Association, the British Footwear Federation, the Export Council for the Gift Industry and the Nottingham Export Association. In May, Hong Kong will be host to the Biennial Congress of the Federation of Commonwealth Chambers of Commerce.

Several of these missions have visited Hong Kong before and their return visit is evidence of the value they attach to this market. Those which have already been to Hong Kong have all departed satisfied with the results obtained, having done business often running into half a million pounds sterling for a single mission.

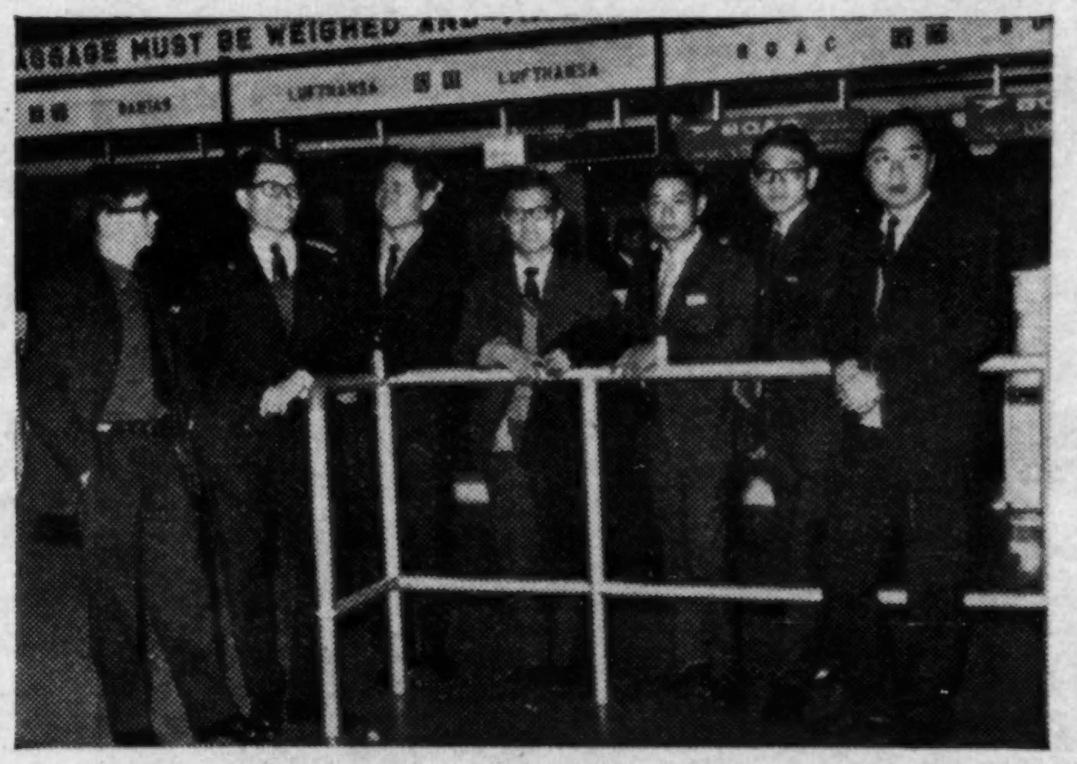
It is difficult to pick out specific British products which are likely to sell better than others, as virtually anything (except perhaps agricultural machinery, Hong Kong having only some 50 square miles of agricultural land) will sell in Hong Kong if the price is right and it is properly marketed. However, it is safe to say that with the increasing shortage of labour in Hong Kong and its rapidly expanding industry, many types of machinery and machine tools, especially of the technologically more sophisticated kinds, are in ever greater demand. Likewise, with the rapidly rising standard of living in Hong Kong and the increasing numbers of tourists—mainly Americans and Japanese—visiting the Colony, (some ¼ million last year) consumer goods of all kinds find a ready market here.

There is also much scope in this Colony for joint ventures of various kinds between United Kingdom and Hong Kong firms to the mutual benefit of both parties. Strangely enough British firms have hitherto shown little interest in this possibility and have left the field largely in the hands of the Americans (especially in the electronics industry) the Japanese, and, in the watch industry, the Swiss (the latter supplying the movements and Hong Kong manufacturing the case and dial).

As an official of the Federation of Hong Kong Industries said recently to a member of the British Trade Commision 'Why do not British businessmen and manufacturers come and share our prosperity with us?'



A 4000 pair 2½ lb./mile paper core unit twin telephone cable, the largest telephone cable yet manufactured by Pirelli General Cable Works Ltd., being laid-up at the company's Bishopstoke Works. Seven drums of this cable, each weighting 11½ tons gross, are destined for Hong Kong.



Seven highly qualified young telecommunications technicians of Cable and Wireless Ltd., leaving Hong Kong Airport for the United Kingdom recently. These technicians have been selected to undergo a three-month training on satellite communications equipment in the Marconi College in Chelmsford. They are expected to return to Hong Kong in May to take part in the installation and eventual manning of the second Satellite Earth Station at Stanley which is scheduled to be in operation towards the end of the year.

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Lord Brown to visit factories in Brighton and Hove district

LORD BROWN, Minister of State, Board of Trade, will visit firms at Salfords near Redhill, and Brighton, on April 10, and will also meet members of the Federation of Sussex Industries.

Lord Brown will visit the Monotype Corporation Ltd. at Salfords, Jaycee Furniture Ltd. at Brighton, and Kearney and Trecker Ltd. at Hollingbury, Brighton.

'European Export Workshop'

LORD BROWN, Minister of State, Board of Trade will launch the Association of British Chambers of Commerce's 'European Export Workshop' at a dinner on May 11. The workshop, which will be held at the Airport Hotel, Crawley, Sussex, from May 12 to 14, will consist of a series of private and confidential meetings between British companies actively interested in any of 12 countries – Austria, Belgium, France, Germany, Greece, Italy, the Netherlands, Portugal, Spain, Sweden, Switzerland and Turkey – and a group of experts. These experts have been chosen by the ABCC for their breadth of knowledge about specific products in each country and their likely ability to know the answers to questions about specific problems.

Leaflets and application forms are being distributed through Chambers of Commerce and the Confederation of British Industry. They may also be obtained from the Association of British Chambers of Commerce, 68 Queen Street, London, E.C.4 (Tel. 01-248 7211). The charge for attendance is £15 for each company.

ECGD backs £2.08 million contract for Holland

THE EXPORT Credits Guarantee Department signed a Financial Guarantee on March 31 covering the financing of a general purpose cargo vessel of 10,500 tons deadweight, worth £2.08 million, for the Netherlands.

The vessel, which will be owned by Havenlijh Rotterdam NV of Rotterdam, is scheduled for delivery in February 1971, and is being built by Hall Russell & Co. Ltd. of Aberdeen, Scotland.

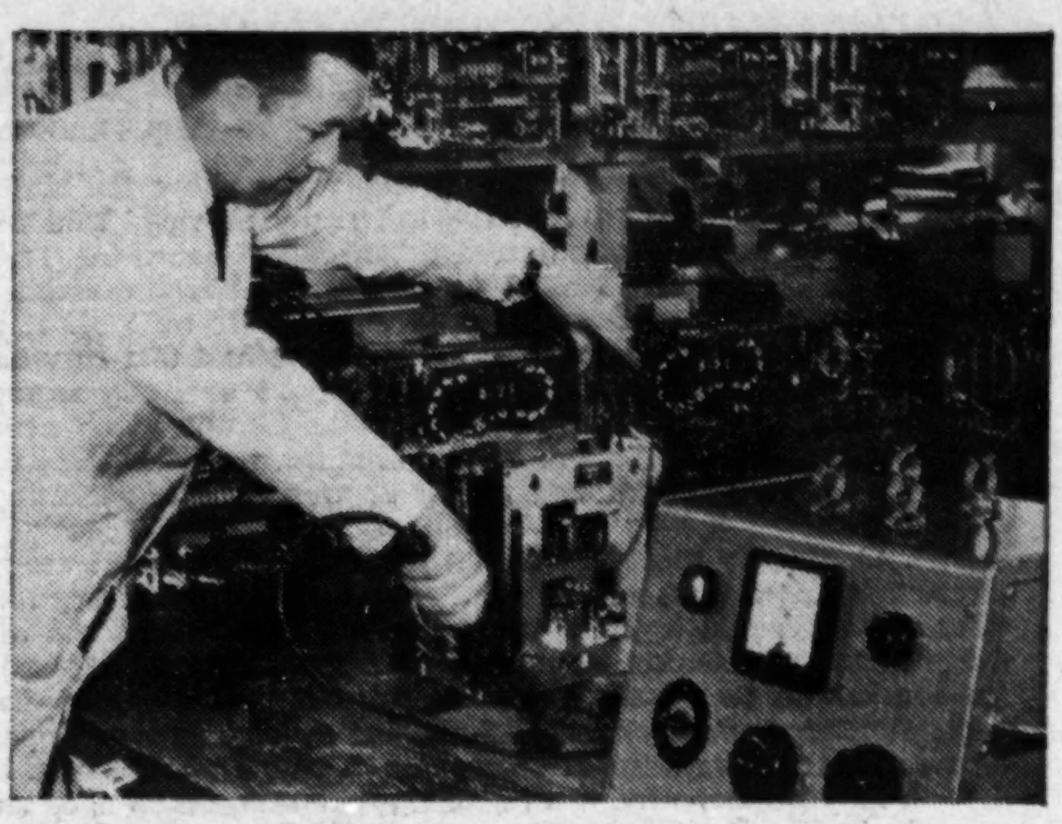
The loan, of £1.25 million, is being made available by Glyn Mills & Co., acting on behalf of themselves and The Royal Bank of Scotland Ltd., and is repayable over a period of 10 years from scheduled date of delivery.

British American marketing course at Harvard

THE NATIONAL Marketing Council has announced that it still has vacancies for this summer's British American marketing course which will be held again by the International Marketing Institute on the campus of the Harvard Business School, Boston, United States. The six week course will start on July 5, and will be followed by a three week study tour of leading companies throughout the United States. The approximate costs including air travel are £1,060 for the course and £340 for the tour.

The course is open to senior executives who are in a position to improve their company's marketing performance. The age limit is approximately 30-50 to include executives of director status or potential who are – or will be – men in top level policy making positions in general management, marketing and in sales and export management.

The courses at INSEAD, Fontainebleau in France and at Emanuel College, Cambridge, are at present being fairly heavily booked but a few places still remain vacant and it is suggested that inquiries should be sent in or telephoned for information of these two courses and for particulars of the Harvard course to the National Marketing Council at Vintry House, Queen Street Place, London, E.C.4 (Tel. 01-236 9613).

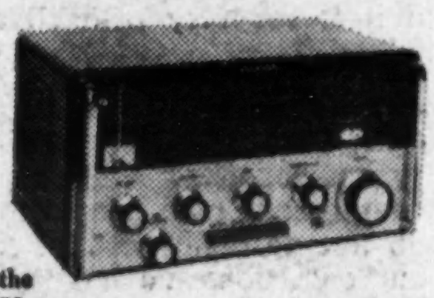


A time recorder, built by International Time Recording Co. Ltd., undergoing a 'flash' test. The recorders are destined for the Canadian market and the test is obligatory under the Canadian Standards Association requirements. International Time Recording sell their equipment throughout the world through over 60 agents. Approximately 65 per cent of the company's production is exported.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room 437, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2653/6) and not to HMSO.*

Listen to the world with Eddystone



When you own an Eddystone communications receiver, you have the broadcasting world at your finger tips – wherever you happen to be – on land or at sea. The reputation these sets have attained is proof of their excellence and reliability and at Imhofs, there is a special Eddystone department, where you can see, hear and compare all models listed here.
Same day despatch to any part of the world; free delivery in the U.K.; plus after sales service for which Imhofs and Eddystone are world famous.

EDDYSTONE EB35 Mark II broadcast receiver AM/FM transistorised. A high performance all-band receiver, can also be used as a 'Hi-Fi' tuner. Powered by 6 SP2 torch cells, or, with Type 924 power supply unit, from AC mains. £82.4.9d.

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EDDYSTONE EC10 Mark II transistorised communications receiver. A de-luxe version of this famous design now incorporating 'S' meter and limited fine tuner. £69.10.0d.

EDDYSTONE EA12 'Ham Band' receiver. Built to professional standards but specifically for the amateur enthusiast. High sensitivity for all reception modes CW, MCW, AM and SSB. FSK adaptor available as ancillary £195.0.0d.

There is an Eddystone Communications receiver for any frequency between 10kHz and 870 MHz full details from Imhofs or your local Eddystone agent.

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R36C

Tourism needs a strong regional organization

—Mrs. Dunwoody

'I HAVE PERSONALLY some pretty strong views about the sort of structure that is needed to get tourism really moving,' said Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, speaking at the English Tourist Board's first public conference at the London School of Economics on April 2. 'If we look at the really experienced modern tourist countries we find that they have all found that they cannot get along without a strong regional organization with a specific tourist job to do. Compared with Italy, with the Republic of Ireland, or with France, for example, we in England are very behind in building up our basic organizational structure.'

Mrs. Dunwoody said she was not suggesting that there were not already, in some parts of the country, effective regional organizations which brought together groups of local authorities and a wide range of tourist interests. A number were doing an outstanding job for tourism in their part of the world, but they ought to have wider functions and a clearly defined part to play. In several parts of the country there was still no regional tourist organization at all.

'You may wonder why, if a regional organization is so necessary, we did not provide for statutory regional tourist boards,' continued Mrs. Dunwoody. 'The reason is quite simply that we believed that tourism will only make real progress in an area in which the interests involved really want to work together. The regional organization will therefore be most effective if it is a voluntary association made up of people who are really keen to see the tourist potential of their part of the country fully developed.'

Expertize in the regions

Mrs. Dunwoody went on to say that she saw the regional tourist body as the point at which expertize must come together with local knowledge and practical experience. It would be a waste of resources if every regional tourist association carried out its own study of what the British wanted on holiday, or of what kinds of information they needed. This was obviously the sort of job best done on a national scale by the English Tourist Board. 'But there is no point in a single national study of such subjects unless the results are used on the spot,' she said. 'We need the expertize right in where the action is. It is equally important that there should be a feed back of the results of the actual on the spot experience to provide the basis for the development of new and improved techniques. Very strong links between regional bodies and the English Tourist Board are therefore vital. All this adds up to a formidable organizational problem. The answer may be different for different parts of the country, for if there is one thing that is certain it is the very distinctive character of the different parts of England.

Regional variety

'Do we, I wonder, really exploit fully the great variety that this country has to offer? And in particular do we use it sufficiently to encourage our own people to explore parts of the country that they do not normally visit? Because make no mistake about it – it is our own domestic holidaymakers who are the backbone of our tourist industry – all 26 million of them. And I think that the most worrying thing about the present state of our tourist industry is the fact that this figure is static – has been for years.

'In showing to visitors what we have to offer in the individual region we often become aware of it ourselves for the first time. I believe firmly that in developing tourism in different parts of the country we shall ourselves appreciate more fully the special character of the place we live in. We shall be properly proud of our individual accent, our individual cooking. We shall learn our own history and see with new eyes the countryside around us.'

New director for British Calibration Service

MR. ANTHONY WEDGWOOD BENN, Minister of Technology, has authorized the appointment of Mr. J. D. Platt as director of the British Calibration Service with effect from April 1, 1970. He succeeds Mr. H. E. Barnett, the first director, who is retiring from the public service.

Mr. Harold Lever's statement on structure of the textile industry

MR. HAROLD LEVER, Paymaster General, made the following statement about the structure of the textile industry in the House of Commons on March 25:

'My Rt. Hon. Friend, the then President of the Board of Trade, told the House on June 30, 1969, that the Government had decided to call a halt for a period to further mergers between the larger firms in the textile industry. He made it clear that, while the standstill should not be seen as a bar to further major rationalization at a later date, the Government would have to be satisfied that the benefits to the public interest of the merger outweighed the disadvantages of reduced competition.

'On December 23 last ICI announced that, subject to the agreement of the Government on the issues of public policy involved, they intended to make a bid for the whole of the share capital of Viyella International Ltd., and to enter into discussions with Carrington & Dewhurst concerning the terms of a merger of that company with Viyella. My Rt. Hon. Friend, the Minister of Technology, accordingly established a small group under my chairmanship to consider the structure of the textile industry in the light of this initiative by ICI and to advise on the best policy for it. I was assisted in this task by my Rt. Hon. Friend, the Minister of State, Department of Employment and Productivity, as well as by Sir Joseph Lockwood, the chairman of the Industrial Re-organization Corporation and Sir James Steel, the chairman of the Textile Council. I have discussed the problem very fully with the major interests concerned, including the Trade Unions.

'In the light of this Review, the Government have decided that this standstill should continue subject to the following important modifications:

1. ICI's proposals will not be referred to the Monopolies Commission and will be allowed to proceed subject to certain undertakings. These are:
   (i) ICI should reduce their shareholding in the combined company to not more than 35 per cent as soon as practicable, and if this has not been completed within 12 months, they undertake not to exercise more votes than if it had;
   (ii) they should not use their shareholding at any time to influence the two companies in their choice of fibres or other materials;
   (iii) the board of the combined company will have an independent chairman of standing: there will be independent non-executive directors and ICI will themselves provide only one director.
2. Proposals by other fibre producers to make acquisitions in the manufacture or distribution of textiles will be considered on the same basis and the Government will look for acceptance of similar terms and conditions. They will in any case have to be satisfied under the monopolies and mergers legislation having regard to the share of the market or of particular sectors of the market for textiles already held by the acquiring group that the benefits to the public interest outweigh the disadvantages of reduced competition.
3. A code will be drawn up, in consultation with the fibre producers, designed to prevent unfair trading in fibres. The code will cover such matters as prices, terms and conditions of sale, the supply of goods, fair trading practices and disclosure of information.

To give effect to this statement of policy, the Government will as necessary make use of existing powers to refer proposed mergers or monopoly situations to the Monopolies Commission and of the powers to be taken under forthcoming legislation to make references to the Commission for Industry and Manpower.

'In the course of my inquiry it became evident that if the Lancashire sector of the industry was to compete successfully with imports by 1972 when it is intended that the quotas should be replaced by a tariff on Commonwealth imports, a substantial increase in the rate of re-equipment was needed. The Government attach great importance to this and are considering how it may be achieved.

'There is one helpful decision in this connection which I can mention now. The House will recall that on July 22 last year, my Rt. Hon. Friend, the then President of the Board of Trade, also said that the Government were prepared to consider an application by the Textile Council for an increase in the depreciation allowances for textile machinery. I am pleased to say that the Board of Inland Revenue have considered the Council's application and have

agreed that the annual allowance for textile machinery used in the cotton and allied textiles industries, and worked for three shifts, should be increased to 25 per cent, the maximum permissible under existing legislation.

'This new policy will mean that major textile firms will be strengthened while they maintain their freedom of raw material choice, and the many efficient medium and smaller firms, protected by the Code for fibre producers will be able to take advantage of all opportunities to play their full part in the textile industry's future. I believe therefore that the proposals will be in the best interests of a strong and internationally competitive textile industry.'

Plastics factory takes over Bude advance factory

THE MINISTRY of Technology announced on March 25 that Pritchard (Plastics) Ltd. have taken occupation of the 5,000 sq. ft. advance factory at Bude which was built by the English Industrial Estates Corporation.

Pritchard (Plastics) Ltd. is a completely new company whose present orders include various plastic components for caravans, mostly redesigned to suit the new metric standards, door furniture and a newly designed car wing mirror. This wing mirror will be mainly for export and can be produced in a self colour or chromium plastic, a field in which the firm will be expanding in the coming months.

The company was in production at the end of March and expect to be employing over 20 people by 1971, most of these will be recruited locally. About 20 per cent of the jobs will be for men, half of whom are expected to be disabled persons.

Surrey firm to expand in Northern Ireland

AIRCRAFT FURNISHING LTD., of Walton-on-Thames, are to extend the range of production at their factory in Kilkeel, Co. Down, to meet an expansion of home and overseas markets for aircraft seats. Power presses, heat treatment and argon-arc welding plant have been introduced to enable the Kilkeel factory to take production through to the complete chassis stage. The existing labour force of 60 will be increased to 100 almost all of them men.

Aircraft Furnishing, a member of the Warwick Engineering Investments Group, recently achieved a long awaited breakthrough into the Eastern Europe market with a seating contract from a Yugoslavian airline; an important addition to their overseas markets which are concentrated in Canada, South America, South Africa and most West European countries.

Company takes 6.75 acres in Cumbernauld

CORY ASSOCIATED WHARVES LTD. of Deptford, London, have leased 6.75 acres of industrial land in Cumbernaud for their new premises. The custom built warehouse will be 120,000 sq. ft., and work will commence on the building almost immediately. Initially, the warehouse will employ 80 men and will be the company's base for the whole of Scotland and the north of England.

By cutting the first turf at a five-acre site recently Mr. Harold Wilson, the Prime Minister, initiated work on a 25,000 sq. ft. South Wales factory for the gas and oil fired boiler manufacturers Kavanson Engineers Ltd., Chesham. The factory, at Pontllanfraith, Monmouthshire, will produce a new range of industry shell type boilers. Initially the factory will provide 100 jobs in the South Wales development area and the site contains considerable room for expansion. The head office will remain in Chesham. The Prime Minister is seen in this photograph with Mr. F. B. Kay, managing director.

New industrial project for Monmouthshire

MASSON SCOTT THRISSELL Engineering Ltd. have taken an option for the purchase of a site of some 40 acres on the proposed new group industrial site at Penyfan, Oakdale, in the Abercarn Urban District Council area. The company propose to build a factory which will be of 100,000 sq. ft. initially and will provide jobs for 300 people, nearly all men, by the end of 1973. There is a strong possibility that the factory will be progressively extended to 500,000 sq. ft. to provide 1,500 jobs, predominantly male, by the end of the decade.

The main factors which contributed to the favourable consideration of the Oakdale site, which is located in the Special Development Area, are its comparatively easy access from the company's main works in Bristol, its potential suitability for the manufacture of capital goods and the potential labour force in the North Monmouthshire area for which Oakdale is conveniently situated.

Masson Scott Thrissell is a member of the Molins Group of Companies and already employs more than 1,500 at its Bristol and London works. The Molins Group as a whole employs some 7,000 in Britain and throughout the world. Masson Scott Thrissell, whose antecedents can be traced back to 1805, is regarded as one of the leading manufacturers of machinery for the packaging, printing and paper-handling industries which includes machinery for postal mechanization, security printing (currency notes), postage stamp printing, etc. About 50 per cent of its production is exported.

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1969, but any later changes known to have come into operation are shown. 37*s.* 6*d.* (*by post* 39*s.*)

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Disclosure of information about imports

CONSIDERATION is being given under Section 3 of the Finance Act, 1967, to the disclosure of information relating to the import of the following goods:

1969 Statistical Classification of Imports	Description
69865	Welding electrodes, coated or cored with flux material
69867	Other wire, rods, tubes, plates
72501	Electrical domestic refrigerators complete
72960	Electro-magnetic clutches, couplings and brakes, complete
71142	Marine propulsion engines, compression ignition, not exceeding 15 b.h.p.
71143	Marine propulsion engines, over 15 and up to 100 b.h.p.
71145	Marine propulsion engines, over 100 and up to 300 b.h.p.
71146	Marine propulsion engines, over 300 and up to 500 b.h.p.
71148	Marine propulsion engines, over 500 and up to 1,500 b.h.p.
71150	Marine propulsion engines, over 1,500 b.h.p.
71152	Marine propulsion engines, other than compression ignition, not exceeding 10 b.h.p.
71153	Marine propulsion engines over 10 b.h.p.
71154	Compression ignition engines for commercial road vehicles
71155	Compression ignition engines for other motor vehicles, including tractors
71159	Other internal combustion engines, compression ignition, not exceeding 15 b.h.p.
71160	Other internal combustion engines over 15 and up to 100 b.h.p.
71163	Other internal combustion engines over 100 and up to 300 b.h.p.
71164	Other internal combustion engines, over 300 b.h.p.
71166	Other internal combustion engines, other than compression ignition, not exceeding 10 b.h.p.
71168	Other internal combustion engines over 10 b.h.p.
71173	Parts for engines, for motor vehicles (including tractors)
71175	Parts for other internal combustion engines other than aircraft
71195	Crankshafts
72200	Generating sets
85115	Footwear with outer soles of rubber and uppers wholly or mainly of artificial plastic material, whether or not fabric backed; footwear with outer soles of artificial plastic material and uppers of rubber
85126	Footwear with outer soles and uppers of artificial plastic material. Non-industrial shoes, slippers and sandals
85162	Footwear with outer soles of rubber and with uppers wholly or mainly of textile materials (except slippers, house footwear and ballet shoes) – other

The Government are consulting the Association of British Chambers of Commerce on this proposal; and the Association will take into account any views received from importers by April 29, The address of the Association is: Association of British Chambers of Commerce, 68 Queen Street, London, E.C.4.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Mathew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by April 22.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.16	4-Hydroxybenzoic acid	p-hydroxy benzoic acid	December 31, 1970	13413
29.22	*aa* 'Diaminoxylene, mixed isomers	*aa* Diamino m-xylyene + *aa* diamino p-xylyene	December 31, 1970	13371
29.29	Bufexamac	p butoxyphenylacethydroxamic acid	December 31, 1970	13403
29.35	Adenosine 5'-tosylate	5 - o - (p - Toluenesulphonyl)-adenosine	December 31, 1970	13412
	Cupric 8-quinolinoxide	Oxine copper-cupric 8-quinolinolate	December 31, 1970	13402

Application for anti-dumping duties on lactic acid from the Netherlands

THE BOARD OF TRADE give notice that they are considering an application for the imposition of anti-dumping duties under the Customs Duties (Dumping and Subsidies) Act, 1969, on lactic acid imported from the Netherlands.

A statement of the applicant's case will be made available to interested parties who give an undertaking to treat the information contained in the statement in strict confidence.

Any representations which interested parties may wish to make in connection with this application should be submitted in writing not later than April 22, 1970. Such representations, in summarized form and without attribution to the source, may be passed to the applicants for comment. Those making the representations should stipulate any particular points which they do not wish to be disclosed.

Requests for the statement, together with an undertaking in the terms set out above, should be sent in writing to the Tariff Division, Board of Trade, Room 103 Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1.

The Import Duties (Temporary Exemptions) (No. 3) Order 1970

THE TREASURY has made the Import Duties (Temporary Exemptions) (No. 3) Order (SI 1970) No. SI 536).

The Order provides for the temporary exemption from import duty, until May 7, 1970, of certain cleft pales of sweet chestnut.

The Order comes into operation on April 9, 1970.

Copies of the Order are available from HMSO, 49 High Holborn, London, W.C.1, and branches (price 4d.), or by post from HMSO, PO Box 569, London, S.E.1 (price 8d.).

Prevention of Fraud (Investments) Act 1958

Dealers in Securities

THE FOLLOWING changes have taken place during March in the lists of Dealers in Securities under Sections 3 and 16 of the Act:

Licensed dealers

Addition
Northern Commercial Trust Ltd., Pall Mall Court, 61 King Street, Manchester.

Deletion
Unichem (Investments) Limited, Crown House, Morden, Surrey.

Change of name
The name of Dunbar Securities Ltd., has been changed to Hope Jardine Securities Ltd.

Exempted dealers

Addition
Edward Bates Securities Ltd., Cunard Building, Liverpool 3.

Changes of address
The address of Sagit Ltd., is now 37 Upper Brook Street, London, W.1.
The address of Malayan Banking Berhad is now 145 Moorgate, London, E.C.2.

Authorized unit trust schemes

THE FOLLOWING amendments have taken place in the list of unit trust schemes authorized under Section 17 of the Act and published in Part V of the 1969 Particulars of Dealers in Securities and of Unit Trusts.

Additions

Group and/or Name and Address of Management Company	Name of Scheme	Name and Address of Trustee
Investment Assured Securities Limited, 15 St. Helen's Place, Bishopsgate, London, E.C.3	Investment Assured Australia Fund	Midland Bank Executor and Trustee Company Limited, Poultry, London, E.C.2

Changes
The name of British Industries Flexible Trust Fourth Portfolio has been changed to Allied Growth & Income Trust.
Midland Bank Executor and Trustee Company Limited is now the Trustee of The Investors Growth Fund in place of Royal Exchange Assurance.

The Register of Restrictive Trading Agreements (Restrictive Trade Practices Acts) 1956 and 1968

Additions and amendments to the Register

A LIST of additions and amendments made to the alphabetical index to the register between January 1 and March 31, 1970 is given below; the amendments are shown in italics.

'D' and 'F' agreements

Also given below, headed 'D' and 'F' Agreements, is a schedule which brings up to date at March 31, 1970 particulars of those agreements which have been determined or varied.

A full explanation of the basis on which these two lists have been compiled, and the meaning of the symbols used, was published in the *Board of Trade Journal* (page 12) on January 7, 1970.

Agreements referred to the Restrictive Practices Court

On April 10, 1959, there was published in the *Board of Trade Journal* (page 859) a list of all agreements in respect of which Notices of Reference (constituting formal commencement of proceedings before the Restrictive Practices Court) had been issued, except those which had already been dealt with by the Court. Subsequent additions have been published at approximately quarterly intervals and the list given below headed 'Agreements referred to the Restrictive Practices Court' brings the position up to date as at March 31, 1970. Anyone who may be in a position to assist the Court with evidence from his own experience of results of any of these agreements which he thinks affect the public interest, is asked to communicate as early as possible with the Treasury Solicitor's Branch, Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane, London, WC2A 1ST.

The agreements shown in square brackets have been abandoned after the issue of a Notice of Reference.

Agreements not to be referred to the Restrictive Practices Court

The Secretary of State may, on the representation of the Registrar, give directions under Section 9(2) of the Act of 1968 discharging him, during their continuance in force, from the duty of referring an agreement to the Restrictive Practices Court. A further list is given below, headed as this paragraph is headed, of agreements in respect of which directions under that subsection have been given and are in force. These agreements are indicated in the index to the Register by the symbol 'B'. Although these agreements are already included in the above-mentioned list of additions and amendments, they are shown separately under this heading for the benefit of readers.

Inspection of the Register

The Register may be inspected at a fee of 1s. per day, between 10 a.m. and 4.30 p.m. on any weekday except Saturday and certain holidays at any of the following addresses:

Office of the Registrar of Restrictive Trading Agreements, Chancery House, Chancery Lane, London, WC2A 1ST.
9 Hope Street, Edinburgh, EH2 4EL.
21 Linenhall Street, Belfast, BT2 8BY.

The indexes to the Register, one as published in the *Board of Trade Journal* and one in which commodities are grouped by classes, may be inspected at these addresses free of charge.

Additions and amendments to the Register

Registered No. of Agreements	Commodity
	A
3437	Animal feeding stuffs
	B
3007	Beer, spirits, Dumfriesshire and Maxwelltown, *add E*
3005	Beer, spirits, Shetland, *add E*
2510	Bottles, cases, hops trading stamps (intoxicating beverages)
	C
354	Cisterns galvanized, cylinders galvanized, tanks galvanized, F.4/59 C.7/59, *add C.6/65*
3115	Copper, lead, silver, tin, zinc, *add B.2/70*
3326	Cosmetics, lingerie
1040	Crude tar, *add F.10/65*
	E
3324	Electrical goods, electrical installation, E
3327	Electrical goods, electrical installation, E
3331	Electrical goods, electrical installation, E
3333	Electrical goods, electrical installation, E
3334	Electrical goods, electrical installation, E
3335	Electrical goods, electrical installation, E
3336	Electrical goods, electrical installation, E
3338	Electrical goods, electrical installation, E
3340	Electrical goods, electrical installation, E
3349	Electrical goods, electrical installation, E
3351	Electrical goods, electrical installation, E
3352	Electrical goods, electrical installation, E
3358	Electrical goods, electrical installation, E
3359	Electrical goods, electrical installation, E
3360	Electrical goods, electrical installation, E
3373	Electrical goods, electrical installation, E
3374	Electrical goods, electrical installation, E
3398	Electrical goods, electrical installation, E
3401	Electrical goods, electrical installation, E
3423	Electrical goods, electrical installation, E
3424	Electrical goods, electrical installation, E
3428	Electrical goods, electrical installation, E
3471	Electrical goods, electrical installation, E
	F
2824	Fish, C.11/66, *add F.12/70*
	G
1449	Gramophone apparatus, home talking apparatus, home recording apparatus, radiogramophone apparatus, radio apparatus and television apparatus, Northern Ireland, *add F.3/62*
	H
3121	High pressure pipework, *add B.2/70*
	I
3207	Ice cream cone and wafer biscuits, *add F.1/70*
	L
804	Ladies hats, mainly London, *add B.2/70*
	M
3433	Mandarin oranges (canned), E.10/70
1520	Memorials, *add D.3/67*
3041	Metal roof decking, *add B.2/70*
3145	Milk, Shetlands, *add F.12/69*
2302	Motor vehicles, petrol, C.7/68, C.11/68, *add C.12/69*
	N
2790	Newspapers, Pinner, Middlesex, *add E*
3375	Newspapers (Sunday)
3418	Newspapers (Sunday)
3446	Newspapers (Sunday)
3464	Newspapers (Sunday)
	O
1180	Organs, *add F.9/69*
	P
3049	Pharmaceutical products, *add B.2/70*
1486	Power station pipework, *add B.2/70*
	R
3209	Refrigerating equipment, *add F.1/70*
	S
2939	Softwood wagon bottoms, E.1/65
304	Steel tanks and vessels, delete F.10/60
3273	Supertension cables, B.12/69
	V
363	Venetian blinds, fittings, metal products, components and equipment, *add D.1/70*
	W
3472	Waste paper

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 134 Castle St., Edinburgh 2; Brazennose St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 7-11 Linenhall St., Belfast 1; or through any bookseller.

'D' and 'F' agreements

Registered No. of Agreements	Commodity	Area	D or F	Date
363	Venetian blinds, fittings, metal products, components and equipment		D	Jan. 1970
1040	Crude tar		F	Oct. 1965
1180	Organs		F	Sept. 1969
1449	Gramophone apparatus, home talking apparatus, home recording apparatus, radiogramophone apparatus, radio apparatus, television apparatus	N. Ireland	F	Mar. 1962
1520	Memorials		D	Mar. 1967
3145	Milk	Shetlands	F	Dec. 1969
3207	Ice cream cone and wafer biscuits		F	Jan. 1970
3209	Refrigerating equipment		F	Jan. 1970

(Continued on next page)

Agreements not to be referred to the Restrictive Practices Court

Registered No. of Agreements	Commodity
3115	Copper, lead, silver, tin, zinc
3121	High pressure pipework
804	Ladies hats (mainly London)
3041	Metal roof decking
3049	Pharmaceutical products
1486	Power station pipework
3273	Supertension cables

Agreements referred to the Restrictive Practices Courts

Registered No. of Agreements	Commodity
3140	Concrete kerbs and flags
3161	Electricity meters
3324	Electrical goods, electrical installations
3327	Electrical goods, electrical installations
3331	Electrical goods, electrical installations
3333	Electrical goods, electrical installations
3334	Electrical goods, electrical installations
3335	Electrical goods, electrical installations
3336	Electrical goods, electrical installations
3338	Electrical goods, electrical installations
3340	Electrical goods, electrical installations
3349	Electrical goods, electrical installations
3351	Electrical goods, electrical installations
3352	Electrical goods, electrical installations
3358	Electrical goods, electrical installations
3359	Electrical goods, electrical installations
3360	Electrical goods, electrical installations
3398	Electrical goods, electrical installations
3401	Electrical goods, electrical installations
3423	Electrical goods, electrical installations
3424	Electrical goods, electrical installations
3428	Electrical goods, electrical installations
3471	Electrical goods, electrical installations

Thousands of pounds worth of soft toys left the Hengoed (Glamorgan) factory of Wendy Boston Playsafe Toys Ltd., on March 17, in a container bound for Australia. To mark the occasion, Mr. George Corrin, managing director of Wendy Boston, handed to a representative of Associated Container Transportation Ltd., a 3 ft. high teddy bear as a mascot for the containership 'Australian Endeavour', which will take the load of toys to Melbourne. About 30 per cent of Wendy Boston's exports go to Australia.

Patterns of equipment approved under Section 12 of the Weights and Measures Act 1963

PARTICULARS OF THE following patterns of equipment, certified by the Board of Trade under Section 12 of the Weights and Measures Act, 1963, have been published during the three months ending March 31, 1970:

Notice of Examination of Pattern Number	Description	Submitted by	HMSO Reference	Price
1497	Battery of eight automatic weighing machines designed to weigh lubricating oil	Roberts Patent Filling Machine Co. Ltd.	SBN 11 510025 3	1s. 0d. (5p) net

Copies of the above Notice can be obtained from Government bookshops or through any bookseller.

During the same period the Board have published details of authorized modifications of the following certified patterns:

Notice of Examination of Pattern Number	Description	Board of Trade Reference
36 209 233	Counter machines semi-self-indicating and price computing	WM 234
298 338 395	" " " "	"
404 421 468	" " " "	"
470 484 517	" " " "	"
538 556 561	" " " "	"
582 588 626	" " " "	"
660 661 662	" " " "	"
665 666 677	" " " "	"
684 731 743	" " " "	"
746 748 761	" " " "	"
777 784 790	" " " "	"
792 798 830	" " " "	"
844 850 858	" " " "	"
883 892 894	" " " "	"
905 908 911	" " " "	"
912 917 966	" " " "	"
1008 1065 1079	" " " "	"
1084 1097 1139	" " " "	"
1202 1210 1218	" " " "	"
39 57 71	Counter machines self-indicating and price computing	WM 234
87 90 93	" " " "	"
100 218 285	" " " "	"
299 310 311	" " " "	"
364 388 439	" " " "	"
472 547 603	" " " "	"
605 610 637	" " " "	"
656 681 685	" " " "	"
720 726 729	" " " "	"
744 747 758	" " " "	"
775 791 794	" " " "	"
795 815 822	" " " "	"
828 832 835	" " " "	"
851 869 884	Counter machines self-indicating and price computing	WM 234
902 916 928	" " " "	"
929 943 970	" " " "	"
973 992 993	" " " "	"
1005 1009 1011	" " " "	"
1013 1016 1034	" " " "	"
1053 1055 1070	" " " "	"
1083 1098 1124	" " " "	"
1136 1160 1170	" " " "	"
1189 1199 1200	" " " "	"
1209 1212 1229	" " " "	"
1236 1241 1243	" " " "	"
1262 1263 1299	" " " "	"
1300 1309 1311	" " " "	"
1369 1391 1407	" " " "	"
1408 1426 1439	" " " "	"
1444 1477	" " " "	"
829	Egg-grading machine	WM 235
893	Common measure for the measurement of sand and ballast	"
1022	Spirit measurig tap of ¼ gill capacity	"
1029	Lubricating oil flowmeter of 10 quarts capacity	"
1076	Price computing spring balance of 10 lb. capacity	WM 234
1186	Dead-weight machine of 2-cwt. capacity mounted on a motor vehicle	WM 235
1206	Semi-self-indicating platform machine of 3-cwt. capacity	"
1213	Automatic weighing machine of 2-cwt. capacity	"
1244	Liquid flowmeter of 999½ gallons capacity	"
1283	Automatic weighing machine of 140 lb. capacity	"
1300	Self-indicating and price-computing counter machine of 3 lb. capacity	"
1301	Liquid flowmeter of 99½ gallons capacity	"
1328	Liquid flowmeter of 99½ gallons capacity	"
1342	Liquid flowmeter of 9½ gallons capacity	"
1344	Platform machine of 40 lb. capacity	"
1353	Liquid flowmeter of 99½ gallons capacity	"
1361	Self-indicating assembly of weighbridges each of 6,500 lb. capacity	"
1386	Liquid flowmeter of 999½ gallons capacity	"
1391	Self-indicating and price-computing counter machine of 15 lb. capacity	"
1414	Liquid flowmeter incorporating price-computing and remote indicating mechanisms	"
1428	Self-indicating balance of 1,000 C.M. capacity	"
1467	Self-indicating weighbridge of 35 tons capacity	"
1470	Liquid flowmeter with a remote ticket printing mechanism	"
1474	Railway weighbridge for weighing loads in motion	"
1478	Liquid flowmeter with price computing mechanism	"
1481	Liquid measuring instrument for beer or cider	"
All certified patterns of the meter type incorporating integrating mechanisms of the type described in Notices 1284 and 1324 Code Index III (5) a		"

Copies of WM 234 and 235 can be obtained from the Controller Standard Weights and Measures Department, 26 Chapter Street London, S.W.1.

Aviation and Shipping

Duke of Edinburgh to present Design Awards at Heathrow

PRINCE PHILIP, Duke of Edinburgh, is to present the 1970 Council of Industrial Design Awards and his own Prize for Elegant Design at Heathrow Airport, London, on May 22. The ceremony will take place in the new 'Jumbo Jet' facility which is now being completed as an extension of Terminal 3 a Heathrow.

Council of Industrial Design Awards are given annually for outstanding products selected from both the capital and durable consumer industries; the Duke of Edinburgh's Prize is awarded to the designer of a product in current production which is distinguished by its elegance. At the ceremony on May 22 Prince Philip will present certificates to the manufacturers and designers of the award-winning products and to the designer chosen from the 1970 Prize for Elegance. The actual prize, to the value of £100, may be designed by the prize-winner or commissioned by him from another designer for presentation at the following year's ceremony. Last year the Duke of Edinburgh's Prize was won by Jack Howe who will receive his prize on May 22.

After the presentation Mr. Peter Masefield, chairman of the British Airports Authority, will give an address on design management.

The Terminal 3 extension has been chosen for this year's presentation ceremony in accordance with Prince Philip's suggestion that this annual event be held in a building of modern desgn. The expanson of Terminal 3 is being carried out under the direction of the British Airports Authority; the architects are Frederick Gibberd & Partners with Clive Pascall and Peter Watson.

Survival kit tests in 'Orsino'

TESTS OF SURVIVAL KIT and survival suits in Arctic waters are to be carried out by the officers and crew of 'Orsino', the support ship of the Icelandic trawler fleet. Commander Charles Adams, who took over as Weather Advisory Officer in charge of the operations on 'Orsino' on April 6, is arranging these tests in order to see how long it is possible to stay in these icy waters wearing these suits. He will also test new floatation suits for working trawlermen.

Commander Adams will bring 'Orsino' home on completion of her winter tour of duty off Iceland and the results of these tests and practical demonstrations will be given when she returns to Hull on April 29.

Commander Adams relieves Captain R. K. N. Emden, who has served with 'Orsino' for the past six weeks.

Luton Airport special rules zone

MR. ROY MASON, President of the Board of Trade, has approved new air traffic control arrangements, which came into operation on April 2, for maintaining the safety of the growing traffic in the airspace around Luton.

The Special Rules Zone and Area provide for additional control of the airspace to safeguard aircraft landing and taking off at Luton airport and flying near it. The new arrangements are designed to make use of existing equipment at the airport and it is anticipated that the availability of improved radar equipment later will enable further improvements to be made.

The Special Rules Zone and Area have been specially tailored in shape and size to permit continuation of gliding activities at Dunstable to the maximum extent consistent with the maintenance of safety requirements for air traffic in the area.

The special rules and procedures, which were drawn up by the National Air Traffic Control Services, were considered by the Civil Aviation Control Advisory Committee on February 20.

Gallantry awards to Coastguards

GALLANTRY AWARDS to Coastguards have been made by the Royal Humane Society and the Royal Society for the Prevention of Cruelty to Animals.

Coastguardsman Raglan Vine of Hope Cove, Devon, receives the Royal Humane Society's Testimonial for rescuing a man from a disused mine shaft at Bolberry Down, Kingsbridge, Devon. The man was walking across a field when he suddenly disappeared into a hole in the ground. The Coastguard was summoned and found that the man was lying injured on a ledge 48 ft. down the shaft. Coastguardsman Vine was lowered to the man, strapped him on to a stretcher and he was hauled to the surface.

Coastguardsman Ernest Green of Deal was lowered over the cliff at St. Margaret's Bay, Kent, to four people cut off by the tide. He took care of them until the rescue boat arrived and was then hauled back up the cliff. He receives the Royal Humane Society's Bronze Medal and Certificate.

Three Coastguards at Rame Head, near Plymouth, rescued a bullock which had fallen over a cliff on to a ledge. They managed to reach the bullock and, although it was frightened and charged at them, got it back to the top. Station Officer F. Young and Coastguardsman E. Courtier receive the RSPCA's Medal, and Coastguardsman L. Gibson receives a letter of appreciation.

Board of Trade Bankruptcy Appointments

THE BOARD OF TRADE have appointed Mr. P. C. Hewett as an Official Receiver, Companies Winding-up Department, High Court Branch, and Mr. E. G. Harper (until recently an Official Receiver, Companies Winding-up Department, High Court Branch) as a Principal Examiner in Companies Investigation Branch at Bankruptcy and Companies Liquidation Headquarters.

Both appointments came into effect on April 6.

E. J. Austin International Ltd.— appointment of inspectors

FOLLOWING INQUIRIES started by the Board of Trade under Section 109 of the Companies Act 1967 on February 25, the Board on April 3 appointed Mr. John Lloyd-Eley, QC, of 1 Hare Court, Temple, E.C.4, and Mr. Dennis Garrett, chartered accountant, of Messrs. Turquand Youngs & Co. of 4 Coleman Street, E.C.2, as inspectors under Section 165(b) of the Companies Act, 1948, to investigate the company's affairs.

BIM seminar on interfirm comparison

THE BRITISH INSTITUTE of Management is to hold a one-day seminar on the subject of management ratios and interfirm comparison at the Charing Cross Hotel, Strand, London, W.C.2, on May 13. The aim of the seminar is to give management an appreciation of ratio analysis – how it can help firms to be more efficient and profitable, and how using ratios in interfirm comparison can be of benefit. The seminar will include a detailed case study of some syndicate work with an element of competition.

Inquiries should be made to the Conference Secretary, BIM, Management House, Parker Street, London, WC2B 5PT.

New telex number for BoT Midland Regional Office

THE BOARD OF TRADE'S Midland Regional Office announce that at 0800 hours on April 13, the telex number of this office will be changed from 33702 to 337021.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

MONDAY, MARCH 23

Export Guarantees and Payments Bill

The debate on the third reading of the Export Guarantees and Payments Bill is reported in *Hansard* (cols. 1112 to 1132). Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, spoke during the debate.

WEDNESDAY, MARCH 25

Hallmarking

A Bill to amend the various statutes so far as they relate to exemptions from compulsory hallmarking of gold and silver wares, and to provide for the compulsory hallmarking of platinum wares was presented and read for the first time (*Hansard*, cols. 1442 to 1455).

Information officers

A Member asked how many public relations officers were now employed in the Board of Trade; and how many were employed on March 31, 1964. Mr. Roy Mason, President of the Board of Trade, said: 'There is no separate grade or class of public relations officer, the duties being included in those of the Information Officer class. There are at present 40 of this class employed in the Board's Information Division. On March 31, 1964, there were 26.'

United Kingdom with EEC subsidiaries

About 500 industrial companies with headquarters in the United Kingdom have subsidiary companies in the European Economic Community Mr. Mason told a Member.

United Kingdom membership of EEC

Asked which British industries would not profit if Great Britain joined the European Economic Community, the President replied that as indicated in the recent White Paper, entry into the European Economic Community would provide both greater opportunities and greater competition for British industry as a whole. But there were too many uncertain factors including the timing and conditions of entry to make it possible to estimate the effects on individual industries.

British vehicle exports

Dr. Ernest Davies, Joint Parliamentary Secretary, Ministry of Technology was asked what estimate he had made of the effects on British vehicle exports during the 12 months ended February 28, 1970, or latest convenient period of assessment, of industrial disturbances, strikes and stoppages in the vehicle manufacturing and contributing components and allied industries; and what action he was taking to minimize impact of such strikes on exports. Dr. Davies replied: 'None, Sir. No reliable estimate of the effect of industrial disputes on exports can be made in part because no information is available of the amount of production subsequently made good when work is resumed.'

Nitrogenous fertilizers

A Member asked what was the length of time between the President taking action to prevent the dumping of nitrogenous fertilizers and the making of a formal complaint to him. Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said that the anti-dumping application was dated December 22; the first Order imposing provisional charges was made on February 13 and came into operation on February 20.

National Exhibition Centre

The President was asked what further representations have been made to him since his decision concerning the choice of site for the National Exhibition Centre; and what replies he has sent. Mr. Mason said: 'Since my decision to support the National Exhibition Centre proposals of the Birmingham City Council and the Birmingham Chamber of Commerce and Industry I have received representations on the proposed location of the project from a wide range of interests and my replies have been based on the statement I made in the House on January 28 last.'

Exports to East Africa

A question was asked about the total increase during the past five years in British exports to, and imports from, Zambia, Tanzania, Uganda and Kenya; and the percentage change in the United Kingdom's share of these markets. The President replied that in total United Kingdom exports to these countries increased by over 80 per cent and imports from them by about 50 per cent; our share in their imports remained unchanged at 28 per cent. The following figures were published:

		Zambia	Tanzania	Uganda	Kenya
Increase in United Kingdom exports (f.o.b.) between 1964 and 1969	£'000	20,253	8,368	4,663	17,053
	%	133 (†)	84	83	51
Increase in United Kingdom imports (c.i.f.) between 1964 and 1969	£'000	20,396	1,658	11,940	6,370
	%	39 (†)	7	216	33
Change in the United Kingdom's share of imports into each country between 1964 and the 12 months ending October 1969 (‡)	%	31	–17	–2	1

(†) Increase between 1965 and 1969. (No separate details of trade with Zambia are available for 1964.)
(‡) Change in share expressed as a percentage of the share in 1964.

Industry's stocks

The following information was given by Mrs. Dunwoody to a Member who inquired what was the increase in raw material stocks, work in progress, and finished stocks held by manufacturing industry and in the service and distributive trades, respectively, and in total at 1963 prices in 1964; what was the comparable figure in 1969; what was the change in the position to date in 1970; and if she would express these figures at current prices and indicate changes in volume.

Increases in industry's stocks (£ million)

	Increase in book values		Value of the physical increase			
			At current prices		At 1963 prices	
	1964	1969 p	1964	1969 p	1964	1969 p
Manufacturing industry, total	593	779	421	225	411	206
of which						
Materials and fuel	192	224	152	23	147	26
Work in progress	269	316	182	77	177	63
Finished goods	131	240	87	125	87	117
Distributive trades, total	223	164	146	8	141	16
Grand total	815	943	567	233	552	222

p = provisional.
Stocks held by the distributive trades are not analysed by type. No estimates are yet available for 1970. The comparable changes in volume between the two years are indicated by the value of the physical increase at constant 1963 prices.

Property bonds

Replying to a question on the regulation of the sale of property bonds, Mrs. Dunwoody said that the Board of Trade were examining, in consultation with interested bodies, the desirability and practicability of legislation extending control over property bonds.

Herel Investments Ltd.

Mrs. Dunwoody was asked about the investigation of alleged offences by Herel Investments Ltd. She answered: 'The inquiries by the Board of Trade under Section 109 of the Companies Act 1967 in relation to Herel Investments Ltd. have taken longer than expected and are not yet complete. Proceedings have had to be taken against a former officer of the company for failure to produce its books and papers. In the meantime the Board of Trade and the police are pursuing their inquiries regarding the company.'

Barter deals

A Member asked if it was the President's policy to encourage barter deals in order to promote growth of exports. Mrs. Dunwoody answered: 'We gain from being paid wherever possible in money rather than in goods. But when firms need to enter into barter deals in order to secure export orders, the full range of normal Government services is available to them.'

The Duncan Report

Asked what action he had taken following the Duncan Report to promote trade in Africa, Asia and Latin America, the President said that the emphasis of our trade promotion in these areas had not changed since the Government received the Duncan Report in July, 1969.

Industry's stocks

A Member asked the President if he was satisfied with the adequacy of official figures about stock accumulation by manufacturing industry and the distributive trades; what was the change during 1964; and how this compared with the changes in 1969 and to date this year; and what recent examination he has made of the need for adequate official figures about stock accumulation by the distributive trades. Mr. Mason replied that he believed that the statistics gave a reasonable indication of the movement in stockbuilding by the distributive trades which was an appreciable and variable component of total demand. 'My right hon Friend, the Minister of Technology, is responsible for statistics of stocks held by manufacturing industry,' added the President.

Crowther Committee Report

'I think we should first await the report of the Crowther Committee", said Mrs. Dunwoody to Members who suggested that steps should be taken to bring check trading within the legislation governing the control of hire purchase and of hiring, and to introduce further legislation on consumer credit protection. Asked when the Report of the Crowther Committee on Consumer Credit was expected, the President said: 'Within the next six months.'

EDC for hotels and catering

In reply to a request for a statement about the work of the economic development council for hotels and catering, Mrs. Dunwoody said 'Reports on the work carried out by the Hotel and Catering Economic Development Committee are published from time to time by the National Economic Development Office. I understand that copies of these publications are available in the Library.'

Small businesses

Mrs. Dunwoody, answering a question on steps to assist in reducing the present problems of small business, said 'the problems of small firms were currently being examined by a Committee of Inquiry, with Mr. John E. Bolton as chairman, which was appointed by the former President of the Board of Trade. When its report was received consideration would be given to what steps should be taken.'

Trade protection societies

Answering a Member who asked what action was proposed in view of the recent increase in the number of debts sent by businesses for collection by trade protection societies, Mrs. Dunwoody said: 'Yes, Sir. I have however received no recent or significant complaint about trade protection societies, and I do not contemplate any action at the present time.'

President's visit to Rumania

The President made the following statement in answer to a question. 'I visited Rumania from March 9-11 at the invitation of Mr. Burtica, the Rumanian Minister of Foreign Trade. I had very useful discussions with a number of senior Rumanian Ministers on a variety of trade issues of mutual interest and, in particular on the prospects for the continued expansion of British exports to Rumania.'

Preservation of salmon fishing

Answering a question on negotiations at Ministerial and official level in the European Free Trade Association about the preservation of salmon fishing; Mrs. Dunwoody said there had been none; this was not a matter which could be negotiated in EFTA. She added: 'But we are pursuing it vigorously in the appropriate international bodies and we have also made representations to those EFTA countries directly concerned.'

EEC preferential trade agreements

Mrs. Dunwoody was asked what policy was to be adopted by HM's Government's representative at the General Agreement on Tariffs and Trade during discussions of recent preferential trade agreements between the European Economic Community and certain Mediterranean countries. She replied that the aim of the examination of these agreements in the GATT, in which the United Kingdom representative took part, was to form a judgment, in the light of the facts presented, on their compatibility with the relevant GATT provisions.

Trade with China

A request was made for a statement on the future prospects for trade with China in view of the decision of the Ocean Steamship Company to cease calling at Chinese ports until the situation was clarified. 'Trade with China has increased over the past year and our export performance has been particularly good,' said Mr. Goronwy Roberts, Minister of State, Board of Trade, 'I have every hope that this trend will continue despite what I trust are temporary difficulties over shipping.'

Labelling of wine

Mrs. Dunwoody, asked to take steps to ensure wine was only sold in bottles of a defined capacity or carrying a label clearly stating the capacity, said, 'I propose to consult the interested parties shortly about proposals to make a number of additional goods, including bottled wine, subject to marking requirements under the Weights and Measures Act 1963.'

Investigations under the Companies Acts

A Member asked for complete details of the number of occasions the President had been approached, and by whom, for investigations into matters connected with the administration and running of companies contrary to the Companies Acts of the following companies, namely, Hartley Baird Ltd., H. J. Baldwin & Co. Ltd. and Dollar Land Holdings Ltd.; what were the nature of the complaints made in each instance; and what action he had taken, or intended taking, to inquire into these matters. Mrs. Dunwoody replied:

'I apologise for the length of the Answer.

'It is not the Board's practice to disclose the identity of a person who communicates with them about the affairs of a particular company without his consent.

"As regards Dollar Land Holdings Ltd. the Board have been approached by 11 persons. As regards Hartley Baird Ltd. and H. J. Baldwin & Co. Ltd. it is not possible without an undue expense of time and labour to give precise figures but the approximate figures are 550 and 360 respectively.

"In the case of Dollar Land Holdings Ltd. the complaints have referred to the failure of the directors to lay accounts before the company in general meeting and to acquire their qualification shares and to matters of general management and have alleged that the directors have omitted to give members all the information about the company's affairs which they might reasonably expect.

'As regards Hartley Baird Ltd. and H. J. Baldwin & Co. Ltd. the complainants have referred to the management of the companies' affairs and have alleged fraud or misfeasance and failure to give the members all the information about the affairs of the companies which they might reasonably expect.

'The Board have concluded that they would not be justified in appointing inspectors under Section 165(b) of the Companies Act 1948 to investigate the affairs of any of the three companies. Applications under Section 164 of the Companies Act 1948 for the appointment of inspectors to investigate the affairs of Hartley Baird and H. J. Baldwin & Co. Ltd. were received on March 18. These applications have been considered carefully and the Board have decided that they would not be justified in acceding to them."

Imports of Danish fish

Asked what was the total value of fish and fish products imported from Denmark in the most recent year for which figures are available; and what percentage of this total consisted of fresh salmon or salmon products, Mrs. Dunwoody said that from February 1969 to January 1970 £5.2 million of fish and fish preparations (excluding meal and flour), of which 4 per cent consisted of salmon (fresh, frozen and canned).

Dumping duty

In reply to a question on the criteria which determined whether or not dumping duty should be imposed on imports into this country; and what criteria motivated the decision not only to impose a duty, but determined the scale of the duty, in nitrogenous fertilizers, Mrs. Dunwoody said that the criteria were those laid down in the Customs Duties (Dumping and Subsidies) Act 1969. She continued: 'In my Answer on March 5 to a Question by the hon. Member for West Aberdeenshire, I explained the reasons for imposing provisional anti-dumping charges on certain imports of calcium ammonium nitrate. The GATT Anti-Dumping Code requires that such charges shall not exceed the provisionally estimated margin of dumping. The present charges in all cases are somewhat less than the estimated dumping margins.'

Horticultural tariffs

'The Board have received an application for an increase in the import duty on carnations, and are considering it,' said Mrs. Dunwoody, when asked what further applications had been received, and with what results, from the National Farmers' Union and others, concerning an increase in horticultural tariffs for pursuance of the Board of Trade policy of imports substitution.

Investment grants

Mr. Eric Varley, Minister of State, Ministry of Technology, was asked how much had been paid annually in investment grants to industry analysed by each industrial group in each development area and in the remainder of the United Kingdom, respectively, since the investment grant system was introduced. He replied that information about the amount of investment grants paid in each of the financial years 1967/68 and 1968/69, analysed by industries and by each development area and the rest of Great Britain, was contained in the Annual Reports, copies of which were available in the Library. 'I regret that the more detailed industrial analaysis requested could not be provided except at disproportionate cost,' he said.

THURSDAY, MARCH 26

Presidential appointments

The President, asked if, from amongst the appointments he made, full- or part-time and paid from public funds, to official bodies, he would list those in which he had statutory powers to provide for the vacation of office before the end of the appointed term, said: 'I have statutory power to declare offices in

(*Continued on next page*)

PARLIAMENTARY ANSWERS, *Continued*

the following bodies vacant in certain circumstances, e.g., conviction for an offence under that statute; bankruptcy; physical or mental incapacity of member; absence from meetings; of inability or unfitness to discharge the functions of a member.

Cinematograph Films Council
British Tourist Authority
English Tourist Board
Performing Right Tribunal
Air Transport Licensing Board
British Overseas Airways Corporation
British European Airways Corporation
British Airports Authority.

Note: Payments to members of the British Overseas Airways Corporation, the British European Airways Corporation and the British Airports Authority are paid from the funds of the bodies concerned.'

Another question on the same subject was asked: why it was not the practice to disclose particulars of payments made from public funds by way of compensation for loss of earnings to those persons whom the Board of Trade appointed to boards, agencies, commissions, authorities, councils and corporations. The President replied: 'Because any such payments are agreed in confidential negotiations between the Department and the person concerned and possibly his employer. To disclose the particulars would be a breach of confidence.'

Export promotion

The President was asked how many staff were employed by the Board of Trade to promote the sale of British textile goods and engineering products, other than arms, abroad; and what were the respective salaries. 'I can make no estimate of the staff time specifically devoted to engineering and textiles,' replie Mr. Mason, 'but the Board's total export effor both at Headquarters and in the regions, fro which these and all other export industri benefit, is very considerable and is, as th hon. Member knows, being reorganized an expanded.'

Commonwealth preferences

A Member asked what would be the facto leading to the continuing erosion of Commo wealth preferences, referred to in paragra 56 of Command Paper No. 4289, affecting o exports to Canada, Australia, New Zealan and the Republic of South Africa, other tha the effect of inflation in those countries , o specific preferences. 'Mainly increased pr tection for domestic industry and bargai struck with our competitors in multilater tariff negotiations,' answered Mrs. Dunwood

Parliamentary Answers on aviation and shipping

WEDNESDAY, MARCH 25

Civil Aviation Authority

Answering a Member who asked when he proposed to present the Bill creating a Civil Aviation Authority; and what would be the starting date for this body, Mr. Roy Mason, President of the Board of Trade, said: 'As regards the timing of legislation I can add nothing to what I told this House on March 18. The starting date for the Authority must depend in large part on the legislation.'

Concorde test flights

Replying to a request for advance warning of Concorde supersonic test flights overland, Mr. Anthony Wedgwood Benn, Minister of Technology, said: 'It will not be possible to give notice of the precise times of test flights. We are, however, arranging for the press, radio and television services to be informed by the British Aircraft Corporation, the day before, of an expected flight and of the likely period of the day within which it is expected to take place. Some flights of which notice will have been given may not, however, take place, since flights may have to be postponed at short notice for technical reasons or because of bad weather.'

Firemen's strike at Heathrow

Asked to give an estimate of the cost to the British Airports Authority and to British airline operators of the strike of firemen at London Airport, Heathrow, Mr. Goronwy Roberts, Minister of State, Board of Trade, said it was not possible to give an authoritative figure at this stage, but the net income loss to the British Airports Authority and the Air Corporations together might be of the order of £¼ million; this figure included an estimate of earnings foregone, as well as various extra costs. He had no figures for British independent or foreign airlines.

Decca twin-track procedure

A Member asked why greater use was not made of the Decca twin-track procedure promulgated in Notice to Airmen No. 763 issued on November 11, 1969. 'Only a minority of aircraft are at present fitted with the necessary equipment,' answered Mr. Roberts.

Night flights from Gatwick

Mr. Roberts told a Member asking for an assurance that the number of night flights from Gatwick would not exceed the number of night flights from Heathrow in 1971, that the number of night movements at Gatwick was likely to be much less than at Heathrow both during the summer and during the whole of 1971. The numbers of jet movements only would depend upon the restrictions imposed at both airports in the summer of 1971.

Aircraft at Heathrow

Mr. Roberts was asked if he would modify the arrangements for monitoring aircraft arriving at Heathrow so that a count was kept of the proportion of aircraft arriving in both westerly and easterly directions which were instructed to join the glide slope at a height of less than 2,000 feet; and if he would publish these figures in the quarterly statistics of aircraft noise He answered that the proportion of aircraft approaching to land at Heathrow which were instructed to join the glide path at a height of less than 2,000 feet was of the order of 2 per cent. Most of these were slow, light non-jet aircraft. The cost of the monitoring proposed would therefore be disproportionate to any reduction in disturbance that might result.

Licensing restriction on charter flights

A Member asked if the President's letters to British independent airlines referring to licensing restrictions on trans-Atlantic charter flights if they did not voluntarily limit their inclusive-tour flights to a prescribed percentage of incoming scheduled flights would be published; and by what authority he imposed such restrictions in the absence of any appeal from a decision of the Air Transport Licensing Board. 'The letters did not refer to any United Kingdom restrictions upon United Kingdom airlines,' answered Mr. Roberts. 'They informed interested British airlines of policies in Europe towards trans-Atlantic inclusive tour charter flights by foreign carriers, and mentioned quantitative controls under our Air Navigation Order permits, which do not apply to aircraft registered in the United Kingdom. It would not help British operators to publish letters consulting them regarding foreign competitors and possible dealings with foreign countries.'

A further question was asked on consultations with the Air Transport Licensing Board before informing British independent airlines that, if they did not voluntarily limit their inclusive-tour trans-Atlantic flights to 1 per cent of all incoming scheduled flights, a corresponding restriction on their licences would be imposed. 'No suggestion has been made to British independent airlines for any such restriction on their flights,' said Mr. Roberts.

Flight-path approaches to Speke Airport

A Member asked what were the minimu height requirements for aircraft proceedi over the borough of Bebington along th flight path approaches to Speke Airport; how many occasions in the past six mont these requirements had not been fulfilled; an what steps would be taken to minimize th risk to householders, factories, power gen ating plant and oil storage tanks within th borough. Mr. Roberts answered that specific minimum heights were required in th case of aircraft flying over Bebington in course of landing or practising approaches landing at Speke airport in accordance wi normal aviation practice; no unusual ri existed in the borough in so far as such ope ations were concerned and it was not propos to introduce any special restrictions.

Civil aviation policy

A Member asked if, in view of the co tinuing uncertainty in the aviation indust and among aerodrome owners and operato about the future of municipal and private owned airports, he would now state t Government's proposals regarding their exte sion, development and operation. Mr. Rober replied that the Government's proposals f the industry as a whole were set out in t recent White Paper on Civil Aviation Poli There were no additional proposals in respe of the municipally and privately owned aer dromes.

Profits of independent airlines

Asked what was the total value of profits after taxation by independent airlin for the period 1960 to 1969, inclusive; a what was the value of dividends paid out such airlines for this period, Mr. Roberts s that complete figures were available for t six years 1962-67. Total profits attributable shareholders were £2.8 million and dividen £0.7 million, representing an average retu on shareholders' funds of 4.1 per cent.

Distant water trawling fleet

Mr. Roberts was asked whether he had n finished his check on the stability charact istics of the distant water trawling fleet; a what percentage of existing trawlers so f examined did not meet the Inter-Governmen Maritime Consultative Organization standa Mr. Roberts answered: 'Yes, Sir. In a spec investigation which was completed in Octob

1969 the Board of Trade has checked the stability of 92 vessels representing a cross-section of the total of 180 vessels in the distant water fleet. The Board already had the required information and was satisfied with the stability of 35 modern stern trawlers within the fleet. The remaining 53 vessels are being submitted voluntarily by the owners and of these 20 have already been examined. Thus a total of 147 vessels (81 per cent of the fleet) have already come under the Board's direct scrutiny. In 22 per cent of cases so far examined failure to meet IMCO standards was found to occur in varying degrees at some period of a voyage cycle. In all but 6 or 7 of these cases the deficiencies revealed have been amenable to rectification without structural modification, i.e., by control of deadweight well within the capabilities of the operation.'

Area navigation for aircraft

The President was asked what steps he was taking to extend the concept and use of area navigation for aircraft both nationally and internationally. Mr. Roberts, replying, referred to answers given on December 2, 1969 and January 20, 1970. He said that efforts to obtain international acceptance of the need for area navigation capability for civil aviation and to establish an international standard were continuing. Progress nationally was largely dependent on this but there was already limited approval to the use of area navigation systems here and in the United States.

Damage to public by foreign aircraft

Asked what insurance cover against damage to the public was required of foreign aircraft operating into Great Britain, Mr. Roberts said: 'None by United Kingdom legislation, but apart from any requirement which the laws of his own country may place upon him the responsible foreign operator will of course make provision against the absolute and unlimited liability imposed by Section 40 (2) of the Civil Aviation Act 1949.'

Development of civil aviation

'The development and promotion of civil aviation is the responsibility of the Board of Trade,' Mr. Roberts said in answer to a question He had been asked whether responsibility would be given to the Civil Aviation and Development Programme Board, or to another board, in view of advances in civil aviation equipment, to co-ordinate, develop and promote civil aviation, including airports and airport facilities, for conventional take-off and landing, vertical take-off and landing, and short take-off and landing aircraft in the provinces and the pattern of internal airline services. Mr. Roberts went on: 'The Civil Aviation Research and Development Board has been set up to co-ordinate research and development for civil aviation equipment other than aircraft and engines. As the hon. Member is aware we propose to introduce to be responsible for economic and safety legislation to set up a Civil Aviation Authority regulatory functions.'

Security of civil aviation

Mr. Roberts was asked to make a statement on the outcome of the European civil aviation meeting in Paris on March 3. He said: 'The Emergency European meeting about security of civil aviation, held in Paris on March 3 and 4, was attended by representatives of 19 European administrations. United Kingdom representatives played an active part.

'At the meeting information was exchanged on risks and safeguarding measures. Arrangements were made for exchange of such information on a continuing basis. The meeting recommended establishment of airport committees on security at each of the main European airports. The meeting also resolved unanimously in favour of an Extraordinary Assembly of the International Civil Aviation Organization to deal with security of aviation world-wide.

'A copy of the report of the European meeting is being placed in the Library.

'As the House will know from the reply to the hon. Member for Knutsford on March 19, requests made accordingly by 10 European States, including the United Kingdom, have caused an Extraordinary Assembly of ICAO to be convened, and the ICAO Council plans that the Assembly will meet in Montreal on June 16.'

Airmiss near London

A Member asked if the proceedings of the special inquiry into the near-miss of two airliners near London on January 9, would be held in public; and if the minutes would be published. Mr. Roberts answered: 'No, Sir, The Air Navigation (Investigation of Combined Military and Civil Air Accidents) Regulations 1969 require that the Inspector's investigation now in progress shall be in private. However, as has already been stated in reply to the hon. Member for Wembley South on January 21, unless there are good reasons to the contrary, the report will be published.'

Air navigation systems

Mr. Roberts was asked to make a statement about the stage which Euro Control had reached in evaluating the comparative merits of the hyperbolic area coverage and vertical omni-range and directional area coverage air navigation systems. He answered that the first phase of trials of a hyperbolic area coverage system had been completed and a report was in process of completion. Trials of a vertical omni-range and directional system were due to start later this year.

Airways Corporations Joint Pension Scheme

Stating that the management trustees of the Airways Corporations Joint Pension Scheme had refused to convene a meeting of members as required by statutory regulations when requested by any 50 members; a Member asked Mr. Roberts if he would take steps to ensure that a meeting was duly held. Mr. Roberts replied that he was aware of the complaint made against the Management Trustees of this Scheme. This was not a matter in which the Board of Trade could properly intervene as the Board had no responsibility for the administration of the scheme. The complainants might like to seek legal advice.

Sea rescue

Replying to a request to hold a full inquiry into sea rescue, covering both the design of lifeboats and the use of aircraft, Mr. Roberts said: 'I would refer the right hon. Gentleman to the replies I have given today to the hon. Member for East Aberdeenshire. The report of the Committee on the Marine Search and Rescue Organization does not deal with the design of lifeboats, but no doubt the formal investigation into the loss of the Fraserburgh lifeboat will take its design into account.'

Emergency exits in airliners

Answering a Member who asked if he would amend the regulations governing the number of required emergency exits for civil airliners registered in this country so that ventral doors and staircases were not to be included in that number, Mr. Roberts said: 'I am advised that the Air Registration Board are considering revision of the relevant British Civil Airworthiness Requirements governing the number of emergency exits required for civil aircraft registered in the United Kingdom. Ventral doors and staircases are not regarded as required emergency exits but when provided some limited credit for additional passengers is permitted.'

Another question was on regulations governing emergency exists from Boeing 707, 727 and 737, DC 9, DC 8, VC10, Trident I and II, BAC 1-11, Caravelle and Comet, operated by airlines registered in this country; and whether they would be amended to increase their number. Mr. Roberts said that of the aircraft mentioned only the Boeing 707, Boeing 737, VC10, Trident I and II, BAC 1-11 and Comet were operated on the United Kingdom register. The British Civil Airworthiness Requirements related the number and type of emergency exits to the seating capacity of the aircraft. He was advised that the Air Registration Board considered there was no justification for amendment of their requirements so as to increase the number of exits required by the existing seats in these aircraft.

Asked what were the regulations governing emergency exits from Boeing 747 aircraft operated by airlines registered in this country and whether he is satisfied that the double door and double slide method of exit conformed with these specifications Mr. Roberts said: 'The requirements governing emergency exits in aircraft are contained in Section D of the British Civil Airworthiness Requirements which are issued by the Air Registration Board. No specifications for double doors and slides are included but I am advised by the Air Registration Board, who are nearing completion of their investigation of the Boeing 747 for United Kingdom certification, that they are regarding the double door and slide method of exit as a satisfactory means of complying with the intention of their requirements.'

Another question was on regulations governing the maximum time to be taken in emergency exits from aircraft registered in this country in civil use. Mr. Roberts said that there were no regulations which specifically governed the maximum time to be taken in an emergency evacuation but the design requirements laid down in British Civil Airworthiness Requirements, in particular for the provision of doors and emergency exits, and the provisions of the Air Navigation Order 1966 relating to escape facilities and the training of crews were intended to ensure that passengers were afforded the maximum opportunities of egress in an emergency.'

Runway categories of major airports

Asked to list the runway categories of the major airports in this country Mr. Roberts said Runway 10R at London Heathrow and Runway 28 at Liverpool had Category II landing facilities. In addition, ILS equipment which meets the Category II performance standard was installed as follows: Heathrow 28L and 10L, Birmingham 33, Manchester 24, Gatwick 09, Prestwick 31.

Carriage of lifejackets by airliners

Mr. Roberts was asked what were the regulations governing the carriage of lifejackets and liferafts by civil airliners registered in this country, whether flying over land or sea; and whether he would introduce legislation to increase the number of these. He said that the carriage of lifejackets and liferafts was governed by the provisions of Article 10 and Schedule 5 of the Air Navigation Order 1966, copies of which were available in the Library. Consideration was being given to some extension of the conditions in which lifejackets were required to be carried but no legislation to increase the number of lifejackets or liferafts was contemplated.

Mr. Roberts was then asked to introduce legislation to require the carriage of lifejackets on all civil airliners registered in this country, whether flying over sea or not. He replied that consideration was being given to extending the existing regulations to require that lifejackets should be carried when a significant proportion of the take-off or approach path lay over water; there appeared to be no

(*Continued on next page*)

PARLIAMENTARY ANSWERS ON AVIATION AND SHIPPING, *continued*

present justification for changes in the requirements as regards liferafts but the matter would be kept under review.

Answering a further question whether he would introduce legislation requiring that all cushions, pillows, etc., carried on civil airliners registered in this country should be capable of floatation, Mr. Roberts said: 'No. I consider that the approved types of lifejackets provide optimum protection for passengers and that cushions and pillows should not be required by legislation to be capable of floatation.'

THURSDAY, MARCH 26

Gibraltar air communications

Lord Shepherd was asked, in view of the statement, made by the Minister of Information in Gibraltar before the House of Assembly on January 29, 1970, that Gibraltar Ministers believed as a principle of general policy, that big improvements in air communications in and out of Gibraltar would inevitably bring a rapid expansion in economic growth; (a) whether they agreed (b) what was the present position regarding Gibraltar Airways' proposed service to Lisbon as from April 1, 1970; and (c) whether they proposed to encourage further development of air communications to and from Gibraltar.

Lord Shepherd replied that while improvements in air communications were to be welcomed, they were by no means the only factor affecting the possibility of economic growth. 'HM Government have approached the Portuguese authorities about Gibraltar Airways' proposed service to Lisbon, but they have raised some objections,' he said. 'The airline has been asked to provide additional information to enable HM Government to answer points made by the Portuguese authorities.

'The development of air services is a matter in the first instance for the commercial judgment of airlines. New services by a United Kingdom airline that were duly licensed by the Air Transport Licensing Board would be welcomed by HM Government, who would also be pleased to see new services to Gibraltar by foreign airlines that were operated within the ambit of the United Kingdom's various bilateral air service agreements.'

Aldergrove Airport

The President was asked what progress he had made towards transferring the ownership and management of Aldergrove Airport to the Northern Ireland Government, avoiding the closure of the airport when the main runway was re-shaped. He answered: 'The Government are fully aware of the major contribution this airport makes to the external communications of Northern Ireland and share the view of the Northern Ireland Government that under local control the development of the airport can be more quickly and conveniently integrated with general economic and physical planning.

'I am glad to say that I have agreed with the Northern Ireland Minister of Development the main financial and other terms of transfer. Although some other aspects remain to be dealt with, notably the future of those employed there, it is our joint resolve to make the transfer effective on April 1, 1971.

'The arrangements that we contemplate for interim development should avoid the necessity of closing the airport during the period that the main runway is re-shaped.'

United Kingdom-Jamaica Air Service Agreement

The following statement was made by Mr. Roberts about the new Air Service Agreement between the United Kingdom and Jamaica. 'This is the first formal Air Services Agreement between our two countries since Jamaica's independence. It was negotiated earlier in the year and signed in Kingston by the Prime Minister of Jamaica and the United Kingdom High Commissioner on March 25. It makes wide permanent provision both for air services on trunk routes between the two countries and for regional services in the Caribbean and linking the Bahamas.

'The Agreement will be published in due course.

'I warmly welcome the Agreement, and look forward to the healthy and friendly development of aviation relations between Jamaica and the United Kingdom, which was the spirit in which the Jamaican side, led by Sir Neville Ashenheim, Jamaican Minister without Portfolio, took part in the negotiations.'

Beagle Aircraft (1968) Ltd.

Stating that the Beagle Aircraft (1968) Ltd. went into liquidation before that company's first annual accounts were finalized, a Member asked why certified accounts could not be completed in the normal manner; and when the examination of this company's transactions from the date of its incorporation to the date of its bankruptcy, currently being investigated by Messrs. Price Waterhouse and Company, would be completed. Mr. Carmichael replied: 'As my right hon. Friend explained in answer to the hon. Member for Scarborough and Whitby on March 16, there are technical reasons which make it impracticable for certified accounts to be completed in the normal way; these are connected with the difficulties of valuation on a going concern basis for balance sheet purposes of the assets of a company now in liquidation.

'The examination of the company's transactions being carried out by Messrs. Price Waterhouse & Co. will be completed as expeditiously as possible.'

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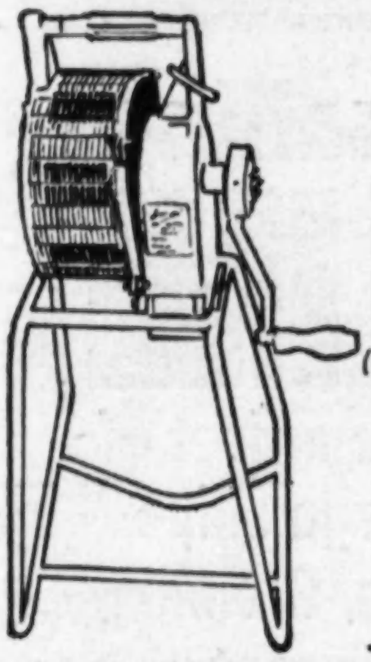

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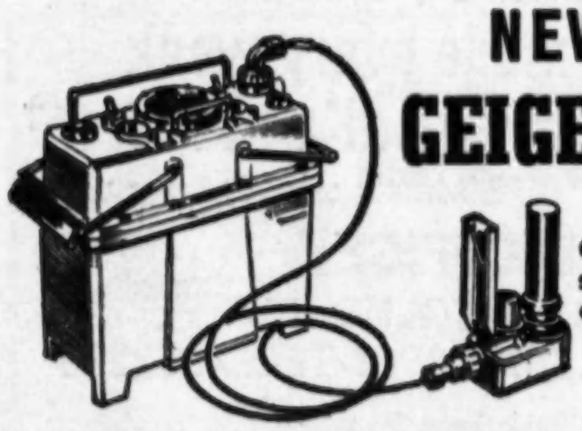

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Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-Matter
	March 9, 1970	
1,058,603	Conveyancer Fork Trucks Ltd.	Means for stabilizing industrial lift trucks.
1,075,419	International Standard Electric Corporation	Improvements in voltage regulated power supplies.
1,090,968	Metzeler AG	Textile-reinforced stratified structures.
1,093,403	Giovanni Francia	Servo-brake devices.
1,098,198	Donald L. Sellman	Stropper-hones.
1,099,354	Coal Industry (Patents) Ltd.	Apparatus for the bulk loading of granular or particulate material.
1,033,042	Societe Anonymedes Ateliers de Secheron.	Electric ore welding set.
1,158,109	Matterson Ltd.	Travelling hoists.
	March 11, 1970	
1,146,031	Glaverbel	Electric furnaces
	March 13, 1970	
1,045,055	Commissariat a l'Energie Atomique	Decanning machine for nuclear fuel elements
1,045,799	Commissariat a l'Energie Atomique	Remote control handling apparatus
1,050,698	Commissariat a l'Energie Atomique	Fuel element assembly for a nuclear reactor
1,057,267	Commissariat a l'Energie Atomique	System for removing articles from very high-pressure moulds
1,057,958	Commissariat a l'Energie Atomique	Improvements in braces for fuel element dusters
1,058,562	Commissariat a l'Energie Atomique	Electron paramagnetic resonance spectrometer for nuclear reactors
1,072,667	Commissariat a l'Energie Atomique	Electronic paramagnetic resonance spectrometer for a nuclear reactor
1,142,647	Glaverbel	Refractory materials
1,145,243	Glaverbel	Process of forming tin oxide coatings
1,152,779	Commissariat a l'Energie Atomique	Electronic paramagnetic resonance spectrometer for nuclear reactors

Any person who claims that the patentee at the time of endorsement of any of the above Patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE,
Comptroller.

The Patent Office.

Government surplus sales by auction

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
April 15	Miscellaneous stores	TA & VR Centre, Meadowforth Road, Stirling	Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1 (Tel. 041-554 2447)

Aircraft equipment and spares; industrial, electrical, electronic and engineering plant; machine tools; vehicle spares; a few vehicles; photographic equipment; cameras; surgical dressings; trailer mounted generators; binoculars; manilla, sisal and wire rope; telephone and signalling equipment; firefighting equipment; oscilloscopes; CLOTHING: denim and battledress blouses and trousers; ankle boots; shoes, greatcoats; raincoats and raincoat linings; blue serge jackets; jumpers, overcoats, trousers, etc.; seamen's white jerseys; combat and other trousers; TEXTILES: rugs and mats; carpets; mattresses; haversacks; white and coloured blankets; sheets; scrap leather, canvas, rubber, webbing, cordage, etc.; mixed rags; FURNITURE: sideboards; tables; chairs various; single and double bedsteads; wardrobes; dressing chests; kitchen equipment; large assortment of other miscellaneous stores.

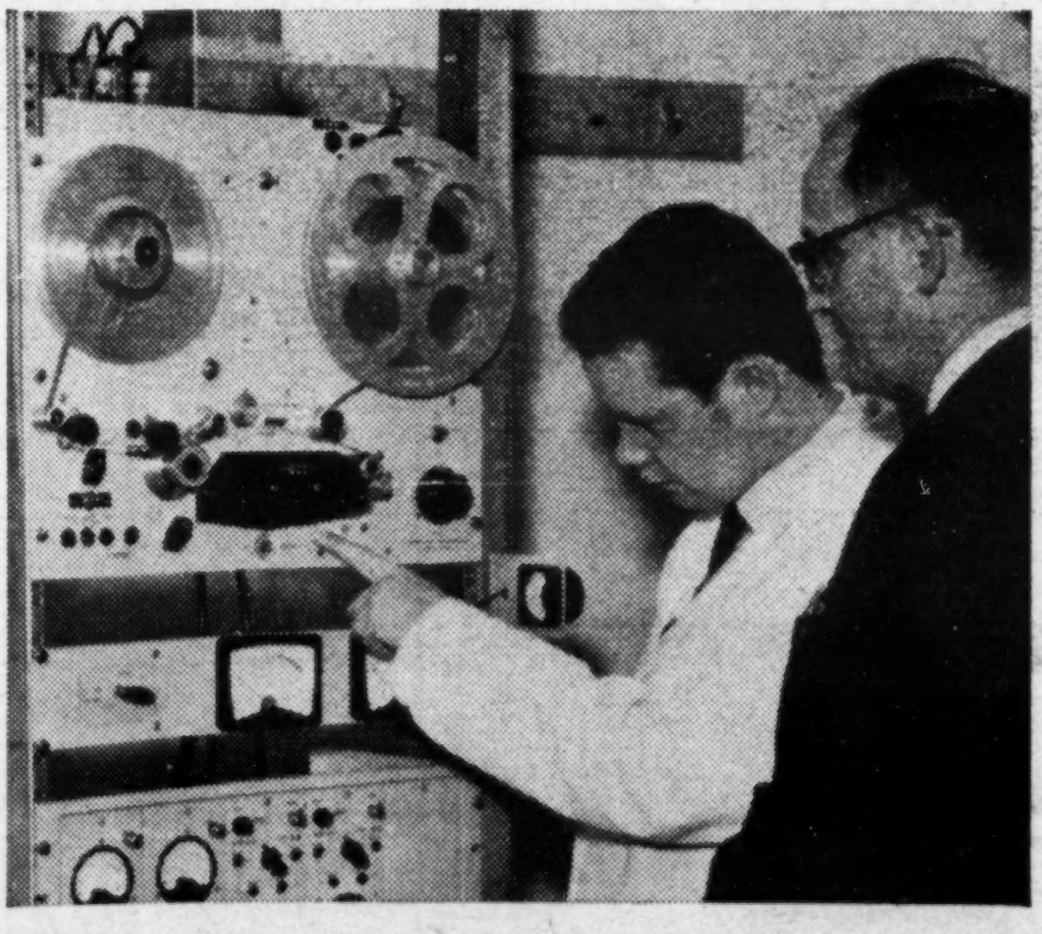
May 5-7	Technical and miscellaneous stores	The Lido Hall, Worthy Lane, Winchester	Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham, Hants. (Tel. 03292 4211)

Engineering plant and equipment; Austin Gipsy engines; Greenbat trucks; steam boilers; electric meters; electrical components; electric platform trucks; compressors with electric motors; Coventry Cub engines; centrifugal circulating pumps with motors; Singer & Jones sewing machines; 5 and 10 cwt. stackers; water piping; rectifier units on trolleys; battery chargers; 1½-ton beam runners with chain blocks; potentiometers; micrometers; large quantity medical stores; MACHINE TOOLS: including SS & SC centre lathes; pillar drills; bar type folding machine; welding sets; hydraulic press brake; 18 in. super shapers; 8 in. slotting machine; valve grinders; Denbigh fly press; spring testers, etc.; large quantities clothing; furniture; kitchenware and other miscellaneous stores.

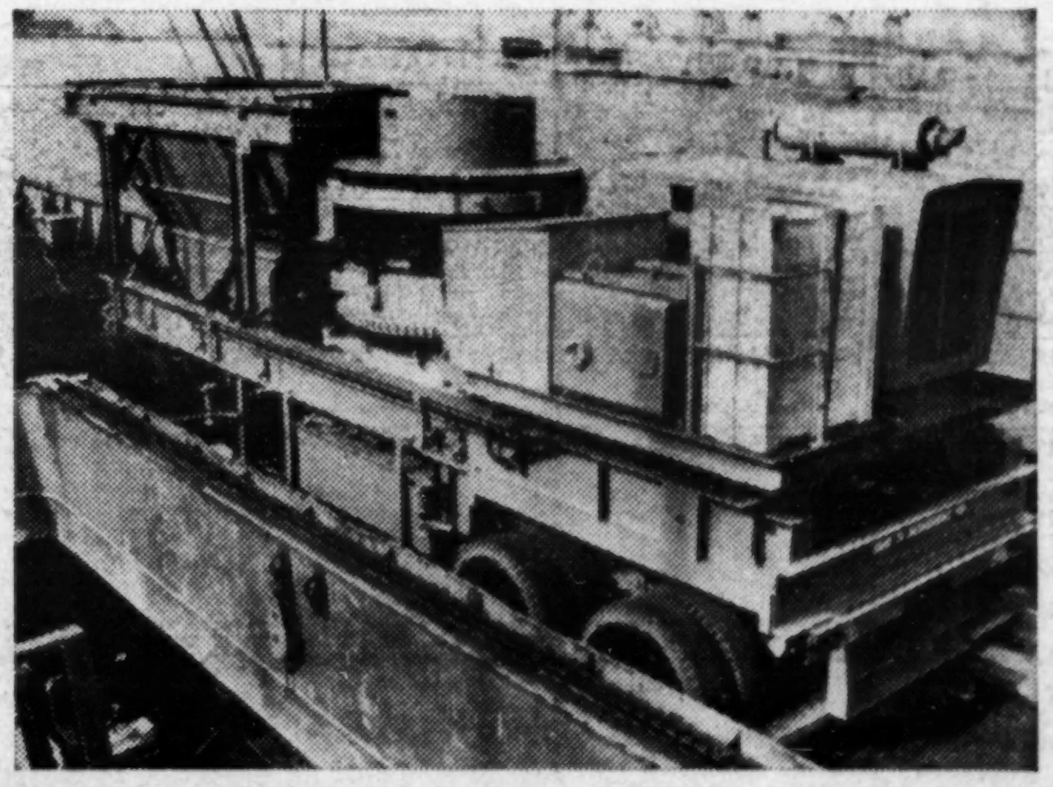
May 13	Miscellaneous stores	Auctioneers premises	Woolland, Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth (Tel. 69292)

MT spares; charging sets; 8-ton hydraulic lifting jacks; oxy-acetylene welding and cutting set; charging sets; hose pipes, stands, nozzles, etc.; binoculars; prismatic compasses; wrist watches; carpets; rugs; white and coloured blankets; ground-sheets; old tentage and webbing; bedspreads; woollen rags; mixed rags; kitbags; curtains; valances; ankle boots; shoes; battledress trousers and blouses; greatcoats, etc.; easy chairs; tables; settees; sideboards; bureaux; trays, knives, forks, spoons and miscellaneous kitchenware; large quantities of other miscellaneous general stores.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only)



The Director Engineer of Stereophonic, Paris, conducting acceptance tests of a twin-channel general purpose studio recorder at the London Works of Leevers-Rich Equipment Ltd. This unit, which is the second one to be supplied, is a twin-channel recorder which will also be used in the cutting of master acetate discs for records. It has a pre-read head system to provide an advance signal to the disc cutter to vary the groove spacing on the record to suit the level of sound on the tape.



A two-unit mobile crushing and screening plant was loaded on board the Elder Dempster cargo liner 'Falaba' in Tilbury Dock, London, before she sailed for West Africa recently. The shipment comprised 27 pieces, including one item weighing 37 tons. The units will be used to crush locally quarried stone for roadbuilding in the Bauchi area of the Northern Region of Nigeria.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on page i-viii of January 14 issue.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		Personal disposable income at current prices	Total consumers' expenditure at current prices	at 1963 prices	Retail sales at 1966 prices	at 1963 prices					at 1963 prices			
Base of index	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
£m. in base year	26,826		21,757	20,125	20,125	11,372	4,916	1,055	1,020	944	1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	117	400	262	49	50
1966	110	113	122	120	107	100	124	128	114	128	125	241	147	19	6
1967	112	114	126	126	110	101	132	124	120	138	143	169	–39	10	11
1968	115	120	135	134	112	104	139	128	141	146	143	155	–47	81	95
1969	117 p	123			112 p	103	135 p	135	144 p			302 p	208	14	37
1968															
1st quarter	115	118	133	134	114	105	138	120	135	146	147	–72	–100	8	49
2nd quarter	113	119	133	131	109	102	136	120	133	149	144	58	24	23	1
3rd quarter	115	120	135	135	112	103	138	128	140	145	139	38	7	12	5
4th quarter	118	122	138	138	113	104	145	144	155	144	141	131	23	39	40
1969															
1st quarter	114	122	140	138	111	102	131	121	135	138	136	95	103	–14	13
2nd quarter	116	123	139	141	113	104	133	135	142	131	130	53	32	–6	–3
3rd quarter	117	123	141	143	113	103	137	142	151	133	132	—	–24	–9	–1
4th quarter	120 p	124			114 p	103	137 p	144	148 p			154 p	97	15	28
1969															
September		122				103									
October		122				103									
November		125				104									
December		124				103									
1970															
January		123 p				103									
February															

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vancancies for adults	Civil employment	Imports	Exports‡	
	at 1963 prices	at 1958 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956				1963	1963	series in £ million
£m. in base year								Series in thousands			4,983	4,365	
1964	119	124	107·0	3·3	103·9	101·9	148·6	361	221	24,566	114	105	–393
1965	123	121	112·1	4·8	106·8	104·6	157·9	309	265	24,785	115	112	– 81
1966	118	105	116·5	3·9	110·2	107·3	168·5	325	254	24,834	119	120	40
1967	108	114	119·4	2·5	108·4	108·2	175·3	515	175	24,475 r	129	120	–322
1968	108	129	125·0	4·7	120·5	112·4	187·3	543	189	24,319	159	147	–309
1969	117 p	124 p	131·8	5·4	125·0	115·9	197·4	538	200		167	168	366
1968													
1st quarter	107	117	122·1	3·0	122·9	111·4	184·8	511	184	24,363 r	158	143	–113
2nd quarter	104	125	125·0	4·5	119·5	112·5	185·8	550	180	24,321 r	158	139	–109
3rd quarter	104	129	125·7	5·6	119·3	112·8	187·7	580	182	24,276 r	161	151	– 15
4th quarter	108	129	127·2	5·6	120·4	113·1	191·0	533	210	24,316 r	160	156	– 72
1969													
1st quarter	111	134	129·7	6·2	122·3	114·1	196·7	499	206	24,317 r	163	155	23
2nd quarter	119	131	131·8	5·4	124·2	115·1	195·6	527	195	24,277 p	169	164	68
3rd quarter	116	131	132·0	5·0	126·1	116·5	197·8	581	192		168	175	135
4th quarter	117 p	124 p	133·7	5·1	127·3	118·0	201·5	545	207		169	178	140
1970													
1st quarter								526	200				
1969													
September	116	131	132·2	5·1	126·4	117·0	198·8	580	199		166	178	
October	116 p	129 p	133·2	5·4	125·9	117·5	199·0	555	202		171	178	
November	117 p	124 p	133·5	5·4	127·5	117·9	200·7	536	206		168	179	
December	117 p	124 p	134·4	4·7	128·4	118·6	204·9	545	214		170	177	
1970													
January	120 p	126 p	135·5	5·0	128·8 p	119·3 p	206·1	530	206		167	182	
February			136·2	4·9	129·7 p	119·7 p	208·8	512	202		172 p	174 p	
March								535	192				

† Not seasonally adjusted. ‡ Including re-exports

Industry's capital expenditure in the fourth quarter of 1969

Sources: Manufacturing industry: Ministry of Technology;
Distributive and service industries: Board of Trade;
Shipping industry: Board of Trade.

Manufacturing industry

LATER INFORMATION on manufacturing industry's investment in the fourth quarter of 1969 has confirmed the increase of 9 per cent at constant (1963) prices over the underlying level of expenditure in the fourth quarter of 1968. The recorded figures showed no increase but some expenditure was brought forward into the fourth quarter of 1968 from the early part of 1969 because of the ending, at the close of 1968, of the temporarily higher rates of investment grant.

For 1969 as a whole recorded expenditure at constant (1963) prices was 6 per cent greater than in 1968; after making allowance for the distortion between the fourth quarter of 1968 and the early part of 1969 the increase was about 11 per cent.

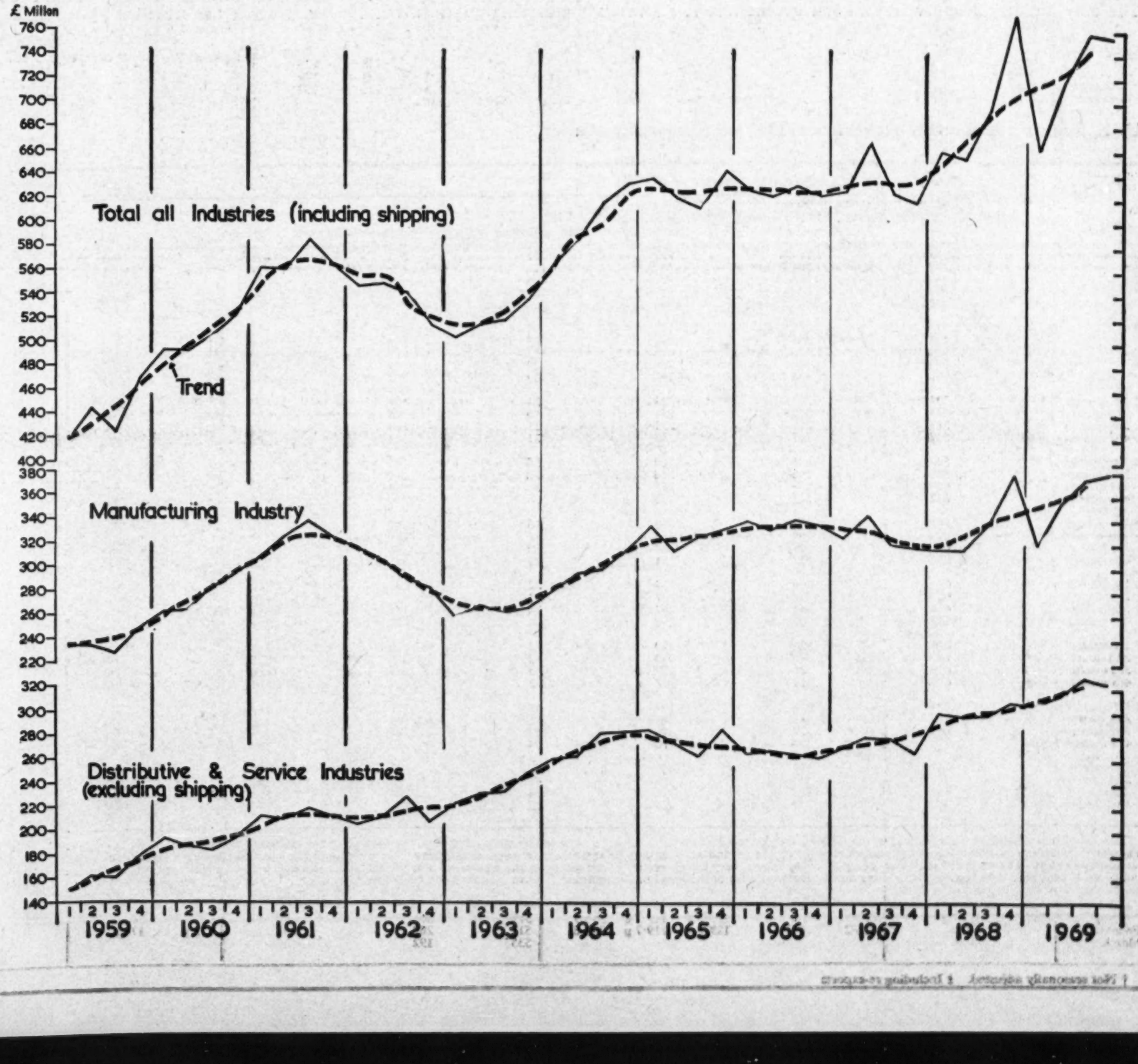
Within this underlying increase of 11 per cent for manufacturing industry as a whole between 1968 and 1969 the groups of industries for which separate figures are published had differing experience. The greatest proportionate increases occurred in the capital expenditure of the vehicles industry and of the metal manufacturing industries. Investment by the vehicles industry in 1969, largely because of its strength in the second half of the year, was at an all time peak and about a quarter greater than in 1968. The metal manufacturing group of industries has experienced relatively low capital expenditure since the completion of major projects in the early 1960s; there was, however, a sharp recovery during 1969 from the very low 1968 level – a rise of about a quarter – which, on the basis of the industry's forecasts of future investment, may mark the beginning of a new upward movement.

The textile, leather and clothing group of industries also showed a fairly sharp increase between 1968 and 1969 when their investment reached a record level; the upward movement appeared, however, to have levelled off during the year.

Other groups showing increases between 1968 and 1969 greater

(Continued on next page)

Industry's fixed capital expenditure at 1963 prices seasonally adjusted



CAPITAL EXPENDITURE, *continued*

than the average included the chemicals industry, the paper, printing and publishing industries and the group of other industries. On a recorded basis the investment of the chemicals industry rose by 8 per cent between 1968 and 1969 but, after allowing for the investment grant distortion, the rise was probably about an eighth. Forecasts of future expenditure given by chemical firms at the end of last year suggest that this upward movement should continue into 1970. The increases recorded by the paper, printing and publishing group of industries reversed the downward trend in expenditure which had persisted since 1965. Among the industries included in the residual group of other manufacturing industries the marked increases between 1968 and 1969 was due particularly to the rubber industry.

Virtually no increase between 1968 and 1969 was shown by the food, drink and tobacco industries and by the engineering, shipbuilding and metal goods group. Investment by the former was, on a record basis, the same in 1969 as in 1968 but there was probably a small rise after allowing for the investment grant distortion. The increase in capital expenditure shown by this group since 1967 appears to have levelled off. Expenditure by the engineering group of industries fell between 1968 and 1969 on a recorded basis but as some of the high expenditure in the fourth quarter of 1968 would, but for the ending of the higher rates of investment grants at the end of 1968, have taken place in 1969 there was probably a small rise in the underlying trend of investment. As the series shows, capital expenditure by this group of industries has since 1965 remained more or less at the same level.

The only industry group whose capital expenditure fell between 1968 and 1969 was the mineral oil refining industry. Investment by this industry had been rising strongly since 1965 reaching a major peak in 1968. With the completion of projects in this expansion expenditure in 1969 fell.

Distributive and service industries

Investment by the distributive and service industries (excluding shipping), which increased sharply in the third quarter of 1969, eased back slightly in the fourth quarter, but remained higher than in any quarter before the third. The revised figures confirm that investment in the fourth quarter was 5 per cent more in volume than in the fourth quarter of 1968, although in the earlier period expenditure was probably inflated a little by the ending of the higher rates of investment grant. In 1969 as a whole, the volume of investment by these industries increased by 6 per cent compared with 1968, or by a little more if the distortion caused by the change in the rates of investment grants is allowed for. Most of this increase was in expenditure on new building work and on vehicles, which showed increases of 8 per cent and 9 per cent respectively. Investment in plant and machinery increased by 3 per cent. When analysed by industry, investment by 'other industries' showed the largest increase; expenditure by this group was 8 per cent higher in 1969 than in 1968. Expenditure by retailers increased by nearly 5 per cent, but wholesalers' expenditure fell slightly.

Shipping industry

The volume of investment by the shipping industry in the fourth quarter of 1969 was not very different from the average in the two preceding quarters. For 1969 as a whole the recorded figures show

(*Text continued on page* 948)

Table 1. Industry's fixed capital expenditure at 1963 prices seasonally adjusted

£ million

	Total	Analysis by industrial sectors			Analysis by type of asset		
		Manufacturing industries	Distributive and service industries (excluding shipping)	Shipping industry	New building work	Vehicles	Plant and machinery
1960	2,013	1,104	758	151	594	425	994
1961	2,274	1,301	852	121	699	406	1,169
1962	2,149	1,196	852	101	696	364	1,089
1963	2,075	1,055	936	84	650	391	1,034
1964	2,402	1,190	1,088	124	723	494	1,185
1965	2,515	1,309	1,107	99	746	472	1,287
1966	2,509	1,351	1,063	95	719	464	1,326
1967	2,538	1,310	1,095	133	689	503	1,346
1968	2,785	1,349	1,208	228	719	632	1,434
1969	2,900	1,428	1,283	189	787	628	1,485
1963 1st quarter	504	257	223	24	161	92	251
2nd quarter	515	268	231	16	165	92	258
3rd quarter	519	263	233	23	160	99	260
4th quarter	537	267	249	21	164	108	265
1964 1st quarter	567	281	260	26	168	117	282
2nd quarter	586	295	263	28	177	117	292
3rd quarter	617	299	282	36	188	132	297
4th quarter	632	315	283	34	190	128	314
1965 1st quarter	637	336	285	16	201	112	324
2nd quarter	620	314	274	32	187	124	309
3rd quarter	613	327	264	22	185	111	317
4th quarter	645	332	284	29	183	125	337
1966 1st quarter	627	340	265	22	181	114	332
2nd quarter	623	333	267	23	177	118	328
3rd quarter	634	341	267	26	181	118	335
4th quarter	625	337	264	24	180	114	331
1967 1st quarter	627	326	270	31	179	119	329
2nd quarter	667	345	279	43	178	138	351
3rd quarter	626	321	279	26	166	122	338
4th quarter	618	318	267	33	166	124	328
1968 1st quarter	661	316	301	44	171	147	343
2nd quarter	656	317	298	41	180	137	339
3rd quarter	695	337	299	59	185	159	351
4th quarter	773	379	310	84	183	189	401
1969 1st quarter	664	319	309	36	189	143	332
2nd quarter	718	355	316	47	197	156	365
3rd quarter	760	375	331	54	204	163	393
4th quarter	758	379	327	52	197	166	395

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for about 51 per cent of total capital expenditure in 1968. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporation and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy. For all industries covered, public expenditure (e.g. by the British Steel Corporation) is included. However, the figures are largely representative of the trend of expenditure of private industry and business.

For other footnotes, see end of article.

Table 2. Fixed capital expenditure of manufacturing industry at 1963 prices seasonally adjusted

£ million

	Total	Analysis by industry group									Analysis by type of asset		
		Food, drink and tobacco	Mineral oil refining	Chemicals and allied industries	Metal manufacture	Engineering shipbuilding and metal goods	Vehicles	Textiles leather and clothing	Paper printing and publishing	Other manufacturing industries	New building work	Vehicles	Plant and machinery
1960	1,104·2	137·8	16·6	143·8	204·0	251·7	86·0	93·1	73·3	97·9	285·0	69·1	750·1
1961	1,301·1	146·9	24·6	174·3	266·4	275·1	115·3	111·1	80·3	107·1	343·7	65·9	891·5
1962	1,195·8	145·2	17·5	173·3	228·6	242·4	103·7	95·4	80·7	109·0	321·7	57·0	817·1
1963	1,055·2	145·0	26·8	135·9	136·1	239·4	98·0	86·5	79·7	107·8	263·6	69·5	722·1
1964	1,189·7	162·2	28·1	170·8	114·4	287·2	86·1	117·1	90·8	133·0	291·4	85·1	813·2
1965	1,308·6	166·7	27·0	213·0	112·8	301·9	103·7	132·8	98·8	151·9	319·2	88·1	901·3
1966	1,350·9	161·6	50·2	231·1	116·0	307·7	115·2	129·1	86·2	153·8	307·8	84·8	958·3
1967	1,310·0	186·3	77·2	192·0	116·4	300·6	116·4	105·8	83·7	131·6	267·7	87·8	954·5
1968	1,349·5	204·3	90·5	199·0	99·2	306·1	100·1	129·5	80·5	140·3	279·7	96·5	973·3
1969	1,427·8	204·2	69·7	215·8	122·4	302·0	125·5	145·7	83·8	158·7	314·7	101·9	1011·2
1963 1st quarter	257·5	33·4	5·0	32·6	40·1	59·0	24·0	20·6	19·0	23·8	64·5	15·0	178·0
2nd quarter	268·1	36·4	6·4	35·1	36·9	60·2	25·0	20·7	20·7	26·7	67·7	17·2	183·2
3rd quarter	263·0	35·8	7·3	34·1	29·7	61·8	24·6	21·9	20·4	27·4	64·4	18·6	180·0
4th quarter	266·6	39·4	8·1	34·1	29·4	58·4	24·4	23·3	19·6	29·9	67·0	17·8	180·9
1964 1st quarter	280·7	39·3	10·3	37·6	28·2	67·0	21·2	25·3	22·1	29·7	69·2	20·7	190·8
2nd quarter	295·1	40·8	6·6	41·1	27·8	72·1	23·0	28·4	21·1	34·2	72·8	21·2	201·1
3rd quarter	298·7	41·8	5·4	42·7	29·1	73·0	19·5	29·7	24·4	33·1	72·8	21·6	204·3
4th quarter	315·2	40·3	5·8	49·4	29·3	75·1	22·4	33·7	23·2	46·0	76·6	21·6	217·0
1965 1st quarter	335·5	42·0	6·8	52·0	28·7	80·1	25·1	35·0	26·8	39·0	85·2	22·4	227·9
2nd quarter	314·5	39·7	6·2	51·0	28·1	72·1	24·0	31·4	26·1	35·9	78·0	21·2	215·3
3rd quarter	327·0	42·7	6·2	58·0	28·8	69·9	26·4	34·3	22·8	37·9	79·3	21·1	226·6
4th quarter	331·6	42·3	7·8	52·0	27·2	79·8	28·2	32·1	23·1	39·1	76·7	23·4	231·5
1966 1st quarter	339·6	40·9	10·0	61·2	28·7	74·9	31·0	31·6	20·6	40·7	76·5	21·1	241·5
2nd quarter	333·3	39·6	11·6	55·0	27·6	77·6	28·8	34·8	20·7	37·6	74·7	22·5	236·1
3rd quarter	341·4	40·0	14·6	57·9	29·2	78·3	27·8	31·9	21·5	40·2	77·7	21·1	242·6
4th quarter	336·6	41·1	14·0	57·0	30·5	76·9	27·6	30·8	23·4	35·3	78·9	19·6	238·1
1967 1st quarter	326·5	46·4	15·2	47·4	30·3	74·6	28·6	28·6	21·0	34·4	73·9	19·5	233·1
2nd quarter	344·5	47·0	19·6	55·1	31·9	79·1	31·0	26·6	21·9	32·3	70·7	22·1	251·7
3rd quarter	320·6	46·1	20·8	42·8	29·5	74·5	28·4	24·8	21·6	32·1	62·1	23·0	235·5
4th quarter	318·4	46·8	21·6	46·7	24·7	72·4	28·4	25·8	19·2	32·8	61·0	23·2	234·2
1968 1st quarter	316·3	45·0	18·9	45·0	31·5	73·6	23·4	28·8	19·4	30·7	62·0	24·1	230·2
2nd quarter	316·8	49·7	20·9	48·5	24·5	70·2	24·1	26·4	17·8	34·7	68·2	22·0	226·6
3rd quarter	337·0	53·9	20·9	47·7	22·3	78·6	29·5	31·3	19·2	33·6	75·0	23·7	238·3
4th quarter	379·4	55·7	29·8	57·8	20·9	83·7	23·1	43·0	24·1	41·3	74·5	26·7	278·2
1969 1st quarter	318·8	46·2	20·3	47·1	26·6	70·8	21·4	36·3	16·6	33·5	73·7	23·4	221·4
2nd quarter	355·4	52·4	16·4	54·6	28·2	73·5	29·4	37·5	22·1	41·3	78·1	26·5	250·8
3rd quarter	375·0	51·1	16·4	58·4	30·9	80·9	36·3	36·7	23·4	40·4	83·4	25·2	265·9
4th quarter	379·1	54·5	16·6	55·7	36·7	76·8	38·4	35·2	21·7	43·5	79·5	26·5	273·1

Table 3. Fixed capital expenditure in the distributive and service industries (excluding shipping) at 1963 prices seasonally adjusted

£ million

	Total	Analysis by industry group			Analysis by type of asset		
		Wholesale Distribution	Retail Distribution	Other industries	New building work	Vehicles	Plant and machinery
1960	758	102	182	474	308	206	244
1961	852	107	203	542	355	220	277
1962	852	105	196	551	373	207	272
1963	936	115	212	609	385	239	312
1964	1,088	134	243	711	430	286	372
1965	1,107	133	226	748	432	289	386
1966	1,063	120	204	739	408	287	368
1967	1,095	139	197	759	419	285	391
1968	1,208	138	238	832	434	314	460
1969	1,283	136	249	898	467	342	474
1963 1st quarter	223	28	53	142	96	54	73
2nd quarter	231	29	50	152	97	59	75
3rd quarter	233	29	53	151	95	58	80
4th quarter	249	29	56	164	97	68	84
1964 1st quarter	260	31	58	171	99	70	91
2nd quarter	263	32	63	168	104	68	91
3rd quarter	282	33	62	187	114	75	93
4th quarter	283	38	60	185	113	73	97
1965 1st quarter	285	37	59	189	113	76	96
2nd quarter	274	32	57	185	108	72	94
3rd quarter	264	33	56	176	105	68	91
4th quarter	284	31	54	198	106	73	105
1966 1st quarter	265	29	52	184	104	70	91
2nd quarter	267	31	50	186	102	73	92
3rd quarter	267	31	51	185	102	73	92
4th quarter	264	29	51	184	100	71	93
1967 1st quarter	270	32	49	189	104	70	96
2nd quarter	279	35	48	196	106	74	99
3rd quarter	279	36	49	194	104	73	102
4th quarter	267	36	51	180	105	68	94
1968 1st quarter	301	37	57	207	108	80	113
2nd quarter	298	32	60	206	111	75	112
3rd quarter	299	33	61	205	109	78	112
4th quarter	310	36	60	214	106	81	123
1969 1st quarter	309	34	60	215	114	84	111
2nd quarter	316	33	62	221	118	84	114
3rd quarter	331	34	64	233	119	86	126
4th quarter	327	35	63	229	116	88	123

(Continued on next page)

a fall in expenditure compared with 1968, but this reflects expenditure brought forward from 1968 to 1969 because of the ending of the higher rate of investment grants. If allowance is made for this the volume of investment by the shipping industry in 1969 was probably rather higher than in 1968. Expenditure in both 1968 and 1969 was much more than in previous years.

Table 4. Industry's fixed capital expenditure at current prices

£ million

	Total	Manufacturing industry	Distributive and service industries (excluding shipping)	Shipping industry
1960	1,901	1,021	718	162
1961	2,192	1,239	821	132
1962	2,119	1,168	844	107
1963	2,075	1,055	936	84
1964	2,446	1,216	1,107	123
1965	2,657	1,401	1,156	100
1966	2,742	1,504	1,139	99
1967	2,793	1,465	1,188	140
1968	3,166	1,565	1,354	247
1969	3,432	1,726	1,492	214
1963 1st quarter	481	240	219	22
2nd quarter	504	263	226	15
3rd quarter	513	264	227	22
4th quarter	577	288	264	25
1964 1st quarter	551	268	260	23
2nd quarter	584	295	264	25
3rd quarter	613	303	277	33
4th quarter	698	350	306	42
1965 1st quarter	638	333	290	15
2nd quarter	643	329	284	30
3rd quarter	642	352	269	21
4th quarter	735	387	313	35
1966 1st quarter	662	357	284	21
2nd quarter	661	357	282	22
3rd quarter	677	378	273	26
4th quarter	742	412	300	30
1967 1st quarter	675	354	292	29
2nd quarter	713	370	299	44
3rd quarter	668	354	289	25
4th quarter	737	387	308	42
1968 1st quarter	716	342	333	41
2nd quarter	728	355	330	43
3rd quarter	770	388	323	59
4th quarter	952	480	368	104
1969 1st quarter	753	361	356	36
2nd quarter	825	410	363	52
3rd quarter	875	451	369	55
4th quarter	979	504	404	71

Notes relating to Tables 1 to 4

Capital expenditure comprises expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets and on new building work.

The analysis by industry group follows the Standard Industrial Classification (1963 consolidated edition):

Manufacturing Orders III to XVI

Distributive Trades Order XX

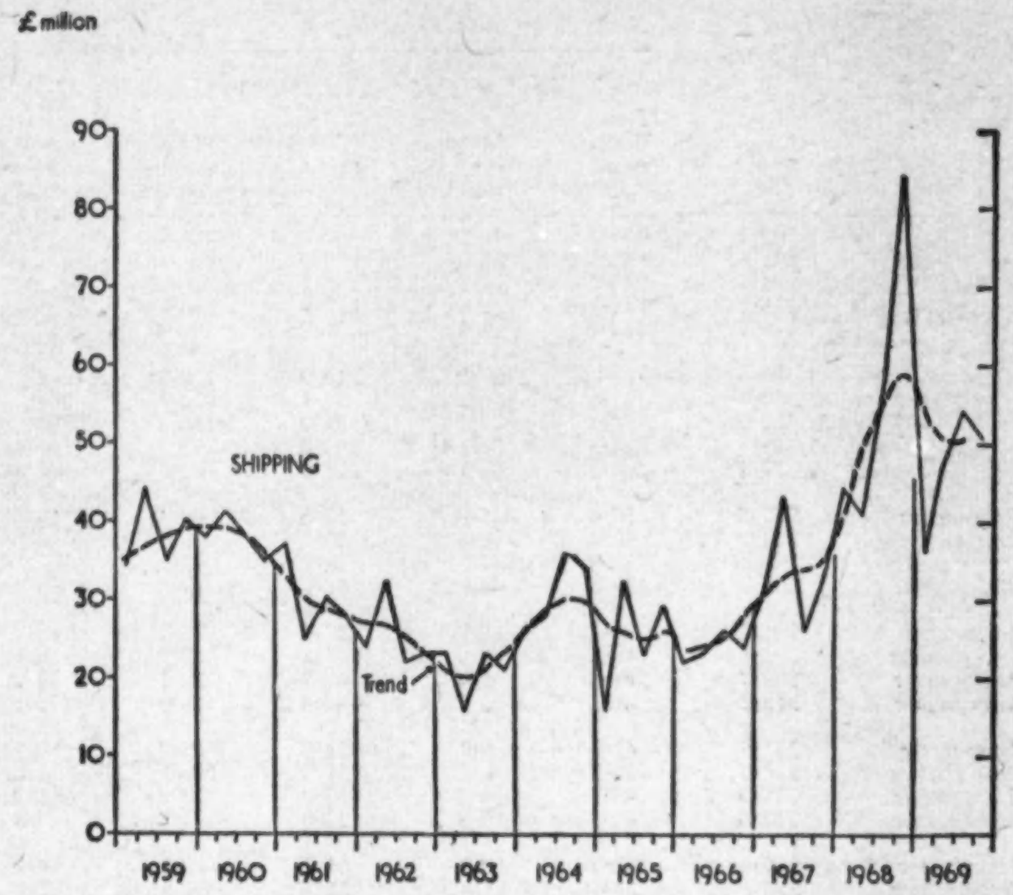
Wholesale MLH 810, 831, 832

Retail MLH 820

Other Industries Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

The estimates are shown to the nearest £ million but should not be regarded as accurate to this degree, and care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error involved in the quarterly seasonal adjustments.

Industry's fixed capital expenditure at 1963 prices seasonally adjusted



'Economic Progress Report' for April

THE APRIL issue of *Economic Progress Report*, prepared by the Treasury Information Division, is now published. The articles are as follows:

Budget background – describing how the Budget is prepared and presented and explaining its economic significance; Costs and benefits – which describes briefly some of the developments in the application of cost-benefit analysis by Central Government departments; Input-output analysis – describing the significance of the input-output tables recently published by the Central Statistical Office; Monthly economic assessment.

'Employment and Productivity Gazette' for March

THE MARCH issue of the *Employment and Productivity Gazette* was published on March 26. Main articles include a discussion on Retail prices in 1969; an examination of Earnings of administrative, technical and clerical employees in October 1969; and Annual and quarterly employment statistics: Great Britain in June 1969.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

Government Publications

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Her Majesty's Stationery Office, 49 High Holborn, WC1

Industry's stocks in the fourth quarter of 1969

Source: Manufacturing industry – Ministry of Technology
Distributive trade – Board of Trade

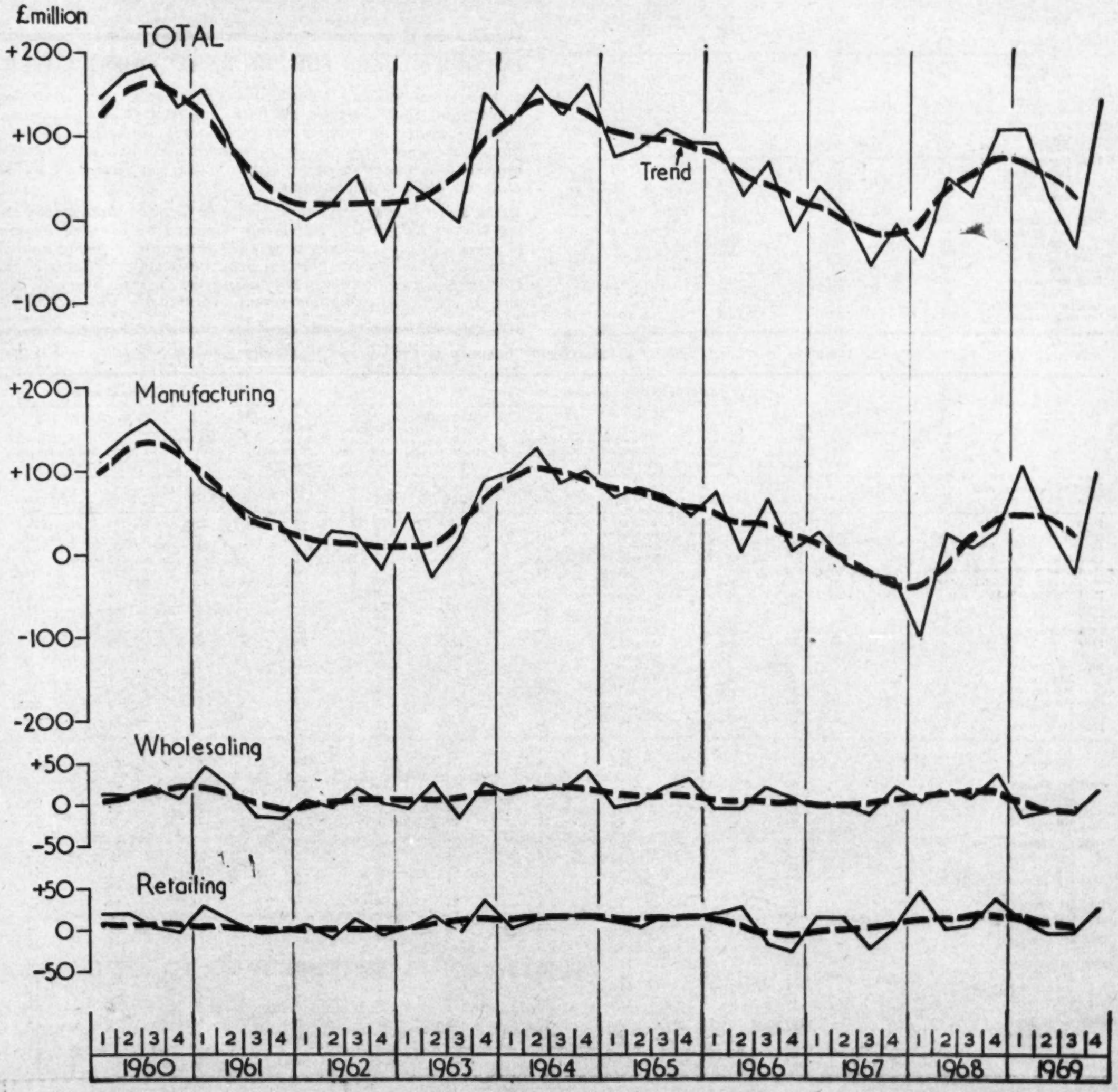
Manufacturing industry

REVISED ESTIMATES confirm the provisional indication of a substantial increase in manufacturers' stocks in the fourth quarter of last year. The total increase is now estimated at £97 million (1963 prices seasonally adjusted) the major part of which, £67 million, occurred in stocks of finished goods. This was one of the heaviest quarterly increases recorded for this category of stocks; smaller increases occurred in stocks of materials and fuel and work in progress.

With the exception of the food, drink and tobacco industries all industry groups shared in the overall increase. Particularly marked were the increases shown by the engineering, shipbuilding, vehicles and metal goods group of industries and by the chemical and allied industries. The increase shown by the chemical and allied industries,

(Continued on next page)

Value of physical increase in industry's stocks at 1963 prices seasonally adjusted



INDUSTRY'S STOCKS, *continued*

Table 1. Value of physical increase of industry's stocks at 1963 prices seasonally adjusted

£ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1969	9,777	7.161	1.220	1.396
1960	636	547	50	39
1961	299	231	38	30
1962	63	26	22	15
1963	211	123	31	57
1964	552	411	91	50
1965	356	262	49	45
1966	172	147	19	6
1967	- 17	- 39	10	11
1968	129	- 47	81	95
1969	231	208	- 14	37
1963 1st quarter	44	46	- 5	3
2nd quarter	20	- 25	27	18
3rd quarter	- 2	15	- 16	- 1
4th quarter	149	87	25	37
1964 1st quarter	112	99	11	2
2nd quarter	159	127	21	11
3rd quarter	123	85	19	19
4th quarter	158	100	41	18
1965 1st quarter	75	68	- 3	10
2nd quarter	84	79	1	4
3rd quarter	106	69	20	17
4th quarter	90	46	31	14
1966 1st quarter	88	73	- 5	20
2nd quarter	28	4	- 4	28
3rd quarter	69	66	21	- 17
4th quarter	- 13	5	7	- 25
1967 1st quarter	39	26	- 2	15
2nd quarter	7	- 10	1	15
3rd quarter	- 56	- 25	- 10	- 21
4th quarter	- 7	- 30	22	2
1968 1st quarter	- 43	-100	5	49
2nd quarter	47	24	22	1
3rd quarter	24	7	10	5
4th quarter	102	23	38	40
1969 1st quarter	102	103	- 14	13
2nd quarter	23	32	- 6	- 3
3rd quarter	- 34	- 24	- 9	- 1
4th quarter	140	97	15	28

£43 million (1963 prices, seasonally adjusted), while less in absolute terms than that shown by the engineering group, was proportionately more significant. It was, outstandingly, the greatest increase ever recorded by these industries. It was divided almost equally between stocks of materials and fuel and stocks of finished goods and did not follow any substantial destocking though it was immediately preceded by a small fall.

The engineering, shipbuilding, vehicles and metal groups accounts for approximately half of all manufacturers' stocks and an increase of the order of £52 million (1963 prices seasonally adjusted) shown by these industries for the fourth quarter was not, on past experience, unusual. In addition this group of industries had a sustained and exceptional bout of destocking in the last half of 1967 and in 1968, including an abnormally sharp fall in the first quarter of 1968. With the exception of the fall in the third quarter (which may have been an erratic movement) re-building of these industries' stocks had occurred through 1969 but not, as yet, to a sufficient extent, to return to the mid 1967 levels. Approximately 40 per cent of the fourth quarter increase occurred in work in progress with another 40 per cent in stocks of finished goods.

There is probably little significance in the fall in stocks shown

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Table 2. Value of the physical increase in stocks held by manufacturing industry at 1963 prices seasonally adjusted

£ million

		Analysis by industry group						Analysis by type of asset		
	All manufacturing industries	Food, drink and tobacco	Chemicals and allied industries	Metal manufacture	Engineering, shipbuilding, vehicles and metal goods	Textiles leather and clothing	Other manufacturing industries	Materials and fuel	Work in progress	Finished goods
Level of stocks at end 1969	7,161	900	680	498	3,551	781	753	2,402	2,699	2,061
1960	547	45	41	83	288	30	61	230	146	171
1961	231	10	17	13	154	8	29	40	103	89
1962	26	23	3	-18	41	-19	- 3	-62	42	46
1963	123	44	-11	2	75	2	12	2	100	21
1964	411	6	41	31	240	61	32	147	177	87
1965	262	1	25	26	171	- 2	41	56	98	108
1966	147	- 5	26	-16	85	26	30	-20	33	134
1967	-39	20	3	-27	10	-33	-12	-38	33	-34
1968	-47	- 2	44	31	-155	10	25	-12	-46	11
1969	208	4	51	-29	127	34	21	24	58	126
1963 1st quarter	46	2	4	2	28	-10	20	-15	24	38
2nd quarter	-25	9	- 9	- 2	-13	- 2	- 9	-15	11	-21
3rd quarter	15	9	- 7	- 1	8	8	- 2	11	20	-16
4th quarter	87	24	1	3	51	5	3	21	46	20
1964 1st quarter	99	11	12	9	48	17	2	60	31	8
2nd quarter	127	- 1	8	16	76	20	9	31	56	41
3rd quarter	85	- 7	10	1	65	7	9	13	47	25
4th quarter	100	3	12	4	51	17	13	43	43	13
1965 1st quarter	68	-13	- 3	10	55	10	10	1	49	19
2nd quarter	79	1	20	—	50	- 4	12	30	7	42
3rd quarter	69	16	3	7	37	- 7	14	14	34	22
4th quarter	46	- 3	4	10	29	- 1	6	11	9	26
1966 1st quarter	73	5	11	- 4	42	6	13	4	18	51
2nd quarter	4	2	5	-18	4	7	5	-19	13	10
3rd quarter	66	-13	4	18	38	9	9	24	1	41
4th quarter	5	1	6	-11	1	5	3	-28	1	32
1967 1st quarter	26	1	5	- 4	25	- 6	5	- 8	15	19
2nd quarter	-10	2	-19	- 7	26	- 7	- 5	-19	4	6
3rd quarter	-25	19	19	-13	-36	- 4	-11	- 4	3	-24
4th quarter	-30	- 2	- 3	- 4	- 5	-17	—	- 7	11	-34
1968 1st quarter	-100	9	-11	- 1	-81	- 7	- 9	- 9	-32	-59
2nd quarter	24	- 3	25	9	-27	8	12	- 2	—	25
3rd quarter	7	-13	14	7	- 7	2	5	-13	7	13
4th quarter	23	5	17	16	-40	8	18	12	-21	32
1969 1st quarter	103	11	10	- 7	59	21	8	17	23	63
2nd quarter	32	-10	8	- 3	33	- 2	6	19	—	13
3rd quarter	-24	17	-10	-22	-17	9	- 1	-30	22	-17
4th quarter	97	-14	43	3	52	5	9	17	13	67

by the food, drink and tobacco industries. In recent years this group has tended, on occasions, to move contrary to the general trend – it was the only industry group which did not reduce its stocks in the first quarter of 1968 and was one of the two who did not contribute to the somewhat erratic fall in the third quarter of 1969. Over the past two years this group's stockbuilding has fluctuated with little net movement.

Small increases in stocks were shown by the remaining three industry groups. The de-stocking shown by the metal manufacturing industry in the first three quarters of 1969 appears to have ended though the figures show only a slight recovery in the fourth quarter.

The ratio of manufacturing stocks to production recovered slightly in the fourth quarter but the overall level continued to remain low.

Distributive trades

Revised figures for wholesalers' stocks show a rise of £15 million (at 1963 prices, seasonally adjusted) in the fourth quarter of 1969, This was the first volume increase in these stocks since the end of 1968. It was wholly in stocks held by general wholesale distributors, which increased by £19 million at 1963 prices; stocks held by dealers in coal, builders' materials, etc., and by dealers in industrial materials and machinery were slightly reduced. During 1969 as a whole, the volume of wholesalers' stocks fell by £14 million at 1963 prices, following a year of substantial stockbuilding in 1968. Most of the fluctuation over this period has been in stocks held by general wholesale distributors. Stocks held by dealers in industrial materials and machinery increased during 1969 by £5 million at 1963 prices after rising by £24 million during 1968.

Retailers' stocks, which had fallen very slightly in volume in the second and third quarters of 1969, increased by £28 million (at 1963 prices, seasonally adjusted) in the fourth quarter. During 1969 as a whole there was an increase of £37 million at 1963 prices. This followed heavy stockbuilding during 1968, and the level of retailers' stocks at the end of 1969 was very high by past standards in relation to sales.

Table 3. Value of the physical increase of stocks held by wholesalers at 1963 prices seasonally adjusted

£ million

	Total wholesalers	General wholesale distributors	Dealers in coal, builders' materials, etc.	Dealers in industrial materials and machinery
Level of stocks at end 1969	1,220	766	118	335
1960	50	27	4	19
1961	38	27	—	11
1962	22	4	4	15
1963	31	14	5	11
1964	91	47	13	30
1965	49	23	5	21
1966	19	13	—	7
1967	10	5	—	5
1968	81	54	3	24
1969	-14	-18	- 1	5
1963 1st quarter	- 5	- 5	3	- 3
2nd quarter	27	17	3	8
3rd quarter	-16	-17	- 4	5
4th quarter	25	19	4	2
1964 1st quarter	11	—	5	6
2nd quarter	21	10	1	10
3rd quarter	19	4	7	7
4th quarter	41	33	—	7
1965 1st quarter	- 3	- 9	1	6
2nd quarter	1	—	- 2	3
3rd quarter	20	13	2	5
4th quarter	31	19	5	7
1966 1st quarter	- 5	- 6	4	- 2
2nd quarter	- 3	- 2	- 1	- 1
3rd quarter	21	19	- 3	5
4th quarter	7	2	—	6
1967 1st quarter	- 2	-14	3	9
2nd quarter	1	8	- 6	- 1
3rd quarter	-10	- 7	2	- 6
4th quarter	22	18	1	2
1968 1st quarter	8	9	3	- 5
2nd quarter	23	12	2	9
3rd quarter	12	13	- 2	—
4th quarter	39	20	—	19
1969 1st quarter	-14	-22	3	6
2nd quarter	- 6	-12	- 3	9
3rd quarter	- 9	- 3	1	- 7
4th quarter	15	19	- 1	- 2

Table 4. Increase in the book value of industry's stocks

£ million

	Total	Manufacturing	Wholesaling	Retailing
Level of stocks at end 1969	12,176	8,957	1,539	1,680
1960	690	591	56	44
1961	416	312	43	61
1962	155	78	32	45
1963	360	250	48	63
1964	815	593	133	90
1965	628	489	74	66
1966	458	365	48	44
1967	137	69	47	21
1968	690	371	140	179
1969	965	792	54	118
1963 1st quarter	119	[illegible]	- 6	56
2nd quarter	20	4	23	- 6
3rd quarter	27	16	23	-13
4th quarter	195	161	8	26
1964 1st quarter	208	138	15	55
2nd quarter	230	185	32	13
3rd quarter	187	116	65	7
4th quarter	191	154	21	15
1965 1st quarter	195	124	2	69
2nd quarter	162	153	14	- 5
3rd quarter	172	108	62	2
4th quarter	99	104	- 4	—
1966 1st quarter	250	162	7	81
2nd quarter	173	138	10	25
3rd quarter	+97	69	51	-23
4th quarter	-62	- 4	-20	-39
1967 1st quarter	36	-14	-16	66
2nd quarter	26	18	1	7
3rd quarter	6	18	20	-41
4th quarter	70	48	33	-11
1968 1st quarter	148	10	24	114
2nd quarter	209	150	30	29
3rd quarter	164	115	56	- 7
4th quarter	169	96	30	43
1969 1st quarter	329	222	3	104
2nd quarter	214	202	7	6
3rd quarter	175	143	49	-17
4th quarter	246	225	- 4	25

Notes relating to Tables 1 to 4

The analyses by industry group follows the Standard Industrial Classification (1963 consolidated edition):
Manufacturing Orders III to XVI.
Distributive Trades Order XX
Wholesale M.L.H. 810, 831, 832
Retail M.L.H. 820

The estimates are shown to the nearest £ million but should not be regarded as accurate to this degree, and care should be taken in using the industry figures in Tables 2 and 3 because of the margins of error in the quarterly seasonal adjustments.

(Table 5 on next page)

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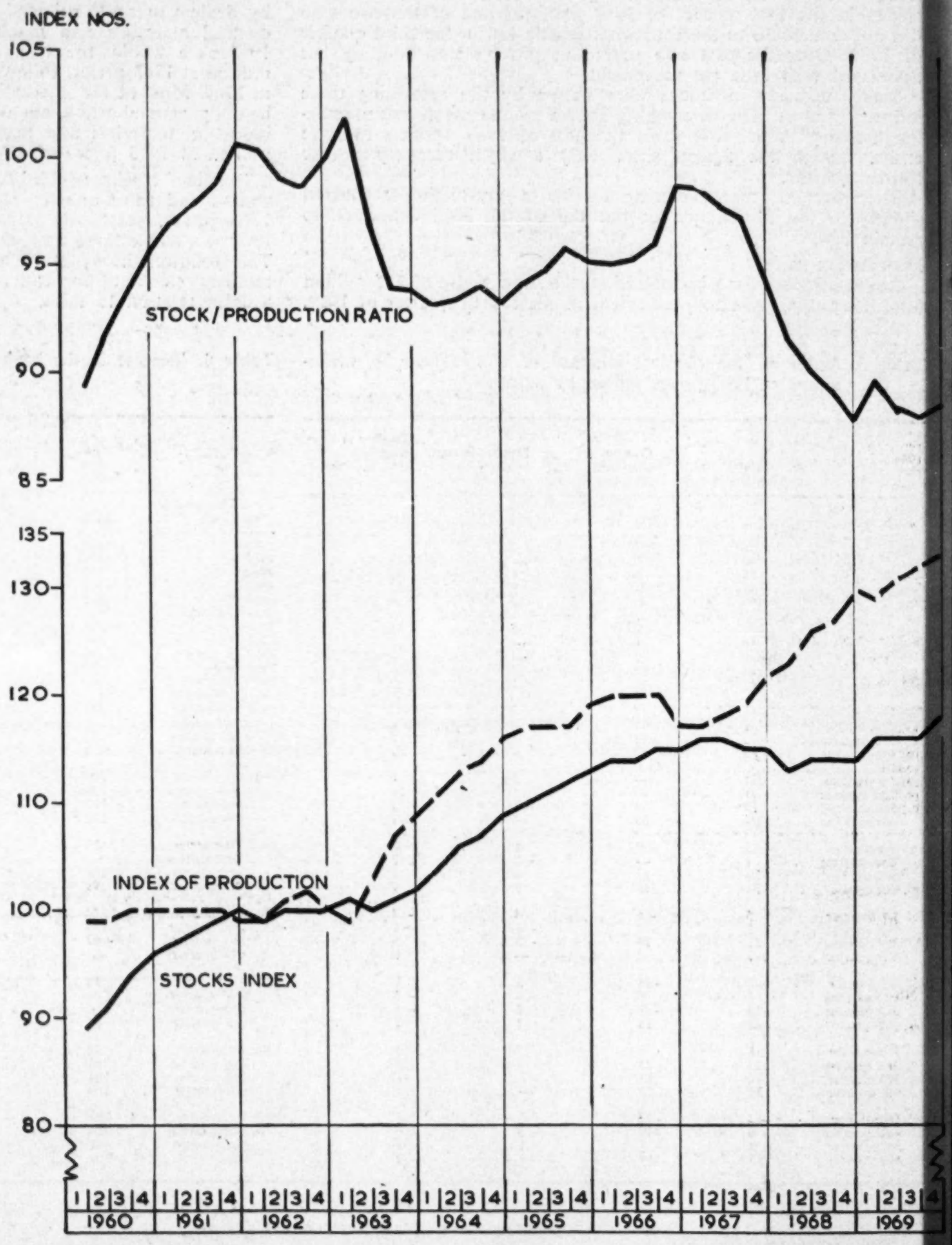
Table 5. The relationship of manufacturers' stocks to manufacturing production

		Index numbers – 4th quarter – 1962 = 100 seasonally adjusted		
		Stock levels at 1963 prices	Production (with 1963 net output weight)	Ratio of Stocks to Production
1960	Q 1	89	99	89·4
	2	91	99	91·5
	3	94	100	93·8
	4	96	100	95·6
1961	Q 1	97	100	97·0
	2	98	100	97·8
	3	99	100	98·9
	4	100	99	100·7
1962	Q 1	99	99	100·4
	2	100	101	99·2
	3	100	102	98·7
	4	100	100	100·0
1963	Q 1	101	99	102·0
	2	100	103	97·1
	3	101	107	94·0
	4	102	109	93·9
1964	Q 1	104	111	93·2
	2	106	113	93·5
	3	107	114	94·1
	4	109	116	93·4
1965	Q 1	110	117	94·3
	2	111	117	94·7
	3	112	117	95·9
	4	113	119	95·2
1966	Q 1	114	120	95·1
	2	114	120	95·4
	3	115	120	96·1
	4	115	117	98·9
1967	Q 1	116	117	98·8
	2	116	118	97·9
	3	115	119	97·3
	4	115	122	94·5
1968	Q 1	113	123	91·8
	2	114	126	90·2
	3	114	127	89·3
	4	114	130	88·0
1969	Q 1	116	129	89·8
	2	117	131	88·6
	3	116	132	88·0
	4	118	133	88·6



Notes

(1) The index numbers of the level of stocks relate to the end of each quarter; the index of production refers to production during the quarter.

(2) The 1963 index of production has been rebased on the fourth quarter of 1962 for the purposes of this table. Estimates for the years preceding 1962 are based on the previous 1958 based index.

(3) The index numbers of the stocks production ratios are calculated from unrounded estimates of the data in the previous two columns.

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry, apart from re-writing thousands of British Standards in metric form.

Aircraft noise at Heathrow and Gatwick Airports during the fourth quarter of 1969

HEATHROW AIRPORT, LONDON

MONITORING OF the noise of departing turbo-jet engined aircraft continued during the fourth quarter of 1969.

The results are set out below, together with comparable figures for the same period in the previous four years:

Departing aircraft

Number of jet day departures	21,212
Number of jet day departures monitored	16,361 (77.1% of Total)
Percentage exceeding the permitted noise level of 110 PNdB	1.5%
Number of jet night departures	1,306
Number of jet night departures monitored	1,152 (88.2% of Total)
Percentage exceeding the permitted noise level of 102 PNdB	4.3%

Year	Day Departures Monitored	Percentage Infringements	Night Departures Monitored	Percentage Infringements
1965	9,372	2·9	396	5·0
1966	11,316	0·8	475	2·1
1967 4th quarter	12,371	2·6	649	1·2
1968	14,298	2·2	820	2·6
1969	16,361	1·5	1,152	4·3

Arriving aircraft

During the quarter 1,482 aircraft (4.9 per cent of total approaches) were monitored by radar to check their compliance with the glide path angle of 3 degrees. Five aircraft (0.3 per cent of those monitored) were off the approach path, and explanations were obtained from the operators concerned.

Figures for this quarter and the four previous years for comparison are as follows:

Year	Number of Aircraft Monitored	Percentage Infringements
1965	1,157	1·6
1966	1,528	0·7
1967 4th quarter	1,339	0·3
1968	1,136	0·5
1969	1,482	0·3

GATWICK AIRPORT

Departing aircraft

Monitoring of the noise of departing turbo-jet engined aircraft continued during the fourth quarter of 1969.

The results achieved are set out below:

Number of jet day departures	3,646
Number of jet day departures monitored	2,764 (75.8% of Total)
Percentage exceeding the permitted noise level of 110 PNdB	.04%
Number of jet night departures	254
Number of jet night departures monitored	218 (85.8% of Total)
Percentage exceeding the permitted noise level of 102 PNdB	Nil

Noise monitoring commenced at Gatwick in 1968, and figures for the only previous fourth quarter together with this quarter's results are below for comparison:

Arriving aircraft

Year	Day Departures Monitored	Percentage Infringements	Night Departures Monitored	Percentage Infringements
1968 4th quarter	2,124	0·4	94	13·8
1969 4th quarter	2,764	0·04	218	Nil

Monitoring of the approach path of arriving aircraft at Gatwick, commenced in November, using modified GCA equipment on runway 27 only. 102 aircraft were monitored (2.2 per cent of total approaches) of which 2 infringed the approach path; these 2 cases were referred to the operators.

Notes:

General. Variations in the level of infringements are not a complete guide to changes in the overall noise disturbance. Apart from the general increase in traffic, the figures give no indication as to whether the aircraft that did not infringe the limits (i.e. all but a very small proportion) were in fact noisier or quieter than in previous years.

Heathrow. The disappointing rate of night infringements of monitored take-off noise limits was associated with the closure for maintenance, during part of the quarter, of runway 10R/28L; and combined with weather conditions requiring an unusual degree of use of runways 10L and 23L.

Gatwick. Monitored departures from Gatwick show a very satisfactory level of compliance with the noise limits both by day and by night. This reflects greater experience and familiarity with the necessary procedures as compared with the corresponding quarter of 1968.

Production of man-made fibres in February

THE VOLUME of production of man-made fibres in February was 5 per cent more than in February 1969.

Total production by weight of man-made fibres in February was 4 per cent more than in February 1969. Output of continuous filament was 4 per cent less but staple fibre was 11 per cent more.

Man-made fibre production

Million lb. (†)

	Total	Continuous filament (singles)	Staple fibre
1964	825·2	378·1	447·1
1965	862·1	396·4	465·7
1966	881·6	411·4	470·2
1967	955·1	438·4	516·7
1968	1,188·6	533·0	655·7
1969	1,221·2	556·6	664·6
1968 3rd quarter	284·7	124·9	159·8
4th quarter	313·0	139·1	173·9
1969 1st quarter	312·8	143·9	168·9
2nd quarter	316·8	142·6	174·2
3rd quarter	277·3	126·9	150·3
4th quarter	314·3	143·1	171·2
1968 December	106·0	47·8	58·2
1969 January	107·6	50·5	57·0
February	96·4	45·0	51·4
1969 November	105·7	49·2	56·5
December	103·7	46·3	57·4
1970 January	110·8	48·4	62·4
February	100·3	43·2	57·1

(†) From July 1967 the production figures for continuous filament yarn are on an 'actual weight' basis; previously figures were on a 'delivered weight' basis which is approximately 3 per cent less than the corresponding actual weight.

Index of the volume of production of man-made fibres

1963 = 100

1964	117
1965	129
1966	142
1967	154
1968	201
1969	213

	Actual	Seasonally adjusted
1968 3rd quarter	190	208
4th quarter	215	220
1969 1st quarter	216	203
2nd quarter	221	209
3rd quarter	199	218
4th quarter	216	222
1969 July	205	215
August	190	222
September	203	218
October	211	219
November	225	229
December	212	218
1970 January	228	225
February	224	207

The actual figures allow for differences in the length of calendar months but not for holidays or other seasonal variations. The seasonally adjusted figures for 1969 and 1970 are based on the seasonal pattern up to the end of 1968 and may be subject to slight revisions when the complete figures for the most recent year have been incorporated. Figures for earlier periods were published in the *Board of Trade Journal* dated February 11, 1970 (page 375).

Overseas direct investment in 1968

Introduction

This note presents some of the main results of the Board of Trade's detailed inquiry into private direct overseas investment and the earnings on it in 1968. Unlike previous years, (†) the detailed results and commentary on some aspects of them will not be published in the *Board of Trade Journal*, but will be published separately in the Business Monitor series published by Her Majesty's Stationery Office. It is hoped to publish these detailed tables later this month and orders for this issue of Business Monitor (M4 Overseas Transactions, price 7s. 6d.), should be sent to HMSO, PO Box 569, London, S.E.1. An order form for this purpose is provided at the foot of this page.

This note also presents some preliminary estimates of the main aggregates of overseas investment and earnings for 1969 based on partial quarterly inquiries.

Private direct investment and earnings is only one of the subjects dealt with in the Board of Trade's overseas transactions inquiry and subsequent articles in the *Journal* will deal with overseas royalty transactions, overseas trade credit and exports. An earlier article, published in the *Journal* of November 5, 1969, dealt with overseas film and television transactions in 1968.

The direct investment inquiry for 1968 had a similar coverage to the previous inquiries. Nearly 2,400 approaches were made to companies for details of inward or outward direct investment, of which nearly three quarters responded in full; returns for a substantial proportion of the remainder were constructed on the basis of accounting or other information. The response to the inquiry was much the same as in 1967, and the Board of Trade would like to express their appreciation for the continued assistance of those firms which have co-operated in the inquiries. Although the response to the inquiry, which is a voluntary one, was not complete, the estimates published in this article includes allowances for non-respondents and for those companies not currently approached because of the low level of their overseas investment.

For the purpose of this inquiry, private direct investment is defined as investment by companies in overseas branches, subsidiaries and associates (collectively described as affiliates). It does not cover portfolio investment, i.e. other investment in the stocks and shares of companies or in the bond issues of public authorities. Also, it does not cover the oil companies (including any non-oil interests they may have), or an investment in the United Kingdom made by overseas insurance companies. To ensure comparability with the past the direct overseas investment and earnings of the British Steel Corporation are included. A more complete picture of overseas private investment is given in the annual 'Pink Book' on the United Kingdom Balance of Payments and, in more summary form, in the quarterly articles on the balance of payments published in Economic Trends.

† See 'Overseas Investment in 1967' (Board of Trade Journal, May 9, 1969) and 'Overseas Investment in 1966' (Board of Trade Journal, July 19, 1968).

Table 1. Private direct investment and earnings

£ million

	1961	1962	1963	1964	1965	1966	1967	1968	1969 p
Net annual investment:									
Outward (†):									
Total	226	209	236	263	308	276	281	410	500
Unremitted profits	74	95	118	147	167	183	190	277	305
Other investment	152	114	118	116	142	93	91	133	195
Inward (‡):									
Total	236	130	160	162	197(§)	195	170	283	259
Unremitted profits	37	58	90	80	118	93	97	176	143
Other investment	199	72	70	82	79(§)	102	73	107	116
Net earnings:									
Outward (†)	249	274	330	370	400	429	438	568	628
Inward (§)	128	134	168	203	235	204	216	329	306

p Provisional
(†) Excluding oil companies and before 1963, insurance
(‡) Excluding oil companies and insurance
(§) After deducting 15 in respect of increased trade credit extended to sister companies – see text of article of July 19, 1968

SUMMARY OF RESULTS

Table 1 summarises the two-way flow of direct investment and earnings since 1961. Outward investment represents investment by United Kingdom companies in affiliates in overseas countries, while inward investment represents investment by overseas countries in affiliates in the United Kingdom.

Direct investment covers a wide range of transactions including the establishment of new subsidiaries and branches, the acquisition of a controlling interest in existing overseas concerns, the acquisition of a trade investment (i.e. the purchase of a non-controlling interest in existing concerns), additions to holdings of the loan and share capital of existing subsidiaries and associates, and additions to working capital, including increases in trade and other credit extended to affiliates and the value of goods supplied without payment. It also includes the investing company's share of the profits retained by subsidiaries and associates. The figures shown in Table 1 represent net investment, i.e. investment less disinvestment, the latter comprising a variety of transactions including losses by overseas affiliates, repayments of trade and other credits and loans by affiliates to the parent company.

Net investment is, therefore, a financial concept and should not be confused with the growth of the affiliate's net assets (still less of its fixed assets), part of which may be financed by shareholders other than the overseas parent or associate, or from funds raised locally without an additional capital call on the parent or associate. For example, if a company sells a proportion of its shareholding in a foreign subsidiary to local interests, this would be recorded as disinvestment. Similarly, if an affiliate raises local finance to repay short-term indebtedness to its parent company, the repayment would be recorded as disinvestment, although in neither case is their any change in the capital employed but only a redistribution between local and overseas interests.

After changing only marginally between 1966 and 1967, outward investment rose substantially between 1967 and 1968, rising by 46 per cent from £281 million to £410 million. There was an almost equally large rise between 1967 and 1968 in unremitted profits and in other investment, the former largely reflecting the uplift given to overseas earnings by the devaluation of sterling (which was only partially offset by a corresponding rise in dividend

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and other remittances to the United Kingdom) and the latter largely reflecting the extension of investment often by the use of borrowing in foreign currencies.

Outward earnings rose by some 30 per cent. About half of this rise was accounted for by the uplift given by the devaluation of sterling to the existing level of earnings in non-devaluing currencies, but there was also a strong rise in earnings expressed in foreign currencies as most areas shared in the substantial economic growth during the year. The rate of growth of earnings slowed somewhat during 1969, although the results of the quarterly inquiries into outward earnings over the past year indicate that earnings in 1969 were probably some 10 per cent higher than in 1968. This rise in earnings has been reflected in higher unremitted profits (up from £277 million to £305 million) while investment other than unremitted profits has continued at a high level.

Inward investment rose from £170 million in 1967 to £283 million in 1968, one of the largest proportionate increases in the past decade, being exceeded only by the change between 1960 and 1961 when the Ford minority shareholders were bought out. 1968 was a year notable both for a substantial rise in company profits in the United Kingdom and a high level of take-over activity, in both of which inward investing companies shared. There were three substantial take-overs of British by American companies (Smiths Crisps by General Foods, Gallaher by American Tobacco and Godfrey Phillips by Philip Morris), together with a number of smaller acquisitions. This substantial inflow of investment was partly offset by an outflow of some £40 million resulting from the sale, of its stake in Thorn Electrical by General Telephone and Electronics. Nevertheless investment other than unremitted profits rose from £73 million in 1967 to £107 million in 1968. There has been a rather lower level of take-over activity in 1969, although there have been a number of substantial transactions including the acquisition of a controlling interest in the News of the World Organization by News Limited (by means of an exchange of shares), the acquisition of Worthington – Simpson by Studebaker – Worthington: and the acquisition of a stake in National and Grindlays Bank by First National City Bank of New York.

The earnings of inward companies rose by about a half between 1967 and 1968, an increase which more than matched the general increase in company profits within the United Kingdom. This spectacular increase was mainly due to the industrial distribution of inward companies, a distribution which is concentrated in those sectors (e.g. motors, household durables, chemicals) where profits fluctuate considerably and were on a strongly rising trend during 1968. As dividend remittances of their foreign parents did not keep pace with the rise in earnings, unremitted profits rose by about three-quarters (to £176 million). Since the end of 1968 the profits of inward companies have tended to fall away slightly and the total for 1969 is expected (on the basis of preliminary figures from quarterly inquiries) to be around 8 per cent lower than in 1968, reflecting lower profits in the motor industry and a number of other sectors. Dividend remittances in 1969 have not fallen in line with profits (the high level of remittances early in 1969 reflecting declarations based on earnings in accounting years ending around December 31, 1968 and March 31, 1969), and unremitted profits have fallen to £143 million for 1969 as a whole.

On balance, there was a net inflow in respect of earnings on direct investment (i.e. outward earnings less inward earnings) of £239 million in 1968, (i.e. about £20 million a month). This was partly offset by a net outflow in respect of direct investment (i.e. outward investment less inward investment) of £127 million (i.e. about £10 million a month). For the fuller understanding of the effect of overseas investment on the balance of payments, provided by an examination of how it is financed, it is necessary to wait for the next 'Pink Book' on the United Kingdom Balance of Payments (of Table 23 and Annex 4 of United Kingdom Balance of Payments, published in September 1969).

OUTWARD DIRECT INVESTMENT AND EARNINGS

Area and industry analysis for 1968 (see Tables 2 to 5)

Less than half of direct outward investment (43 per cent) in 1968 was in affiliates in countries of the overseas sterling area, compared with fractionally over half in 1967. This continues a tendency for a number of years for the proportion of investment in the overseas sterling area to become smaller. In part this arises from the gradual contraction of the boundaries of the sterling area, but it has been mainly due to the slower growth of investment in affiliates in certain sectors (e.g. plantations) which are of relatively greater importance in the overseas sterling area. In 1968, investment in the non-sterling area was buoyant for two main reasons. One effect of the devaluation of sterling was to uplift the earnings (expressed in sterling) of those affiliates in non-devaluing countries. This factor, together with a general rise in earnings in most countries, led to a rise of 40 per cent in earnings of affiliates in the non-sterling areas between 1967 and 1968. Although dividend remittances increased, they did not prevent the bulk of the rise in earnings being reflected in unremitted profits, which rose by two-thirds. Investment in the non-sterling area was also affected by a number of large transactions, notably the acquisition of Germaine Monteil in the United States by British American Tobacco, and Allied Breweries' acquisition of d'Oranjeboom in Holland.

Although investment in overseas sterling area affiliates fell as a proportion of the total, in absolute terms investment rose by about a quarter. Earnings on direct investments in the sterling area rose by just over a fifth, in part reflecting the impact of the devaluation of sterling, although the impact of devaluation was smaller since a significant number of sterling area countries devalued at the same time as the United Kingdom, though not all to the same extent. Unremitted profits of subsidiaries in the sterling area rose by 28 per cent, and other investment by less than a fifth.

Table 2. Outward investment and earnings in the OSA and the NSA, 1964-1969

£ million

	1964	1965	1966	1967	1968	1969 p
Earnings:						
Overseas Sterling Area	249	251	237	237	286	313
Non-Sterling Area	121	149	192	201	283	315
Total	370	400	429	438	568	628
Investment:						
Overseas Sterling Area:						
Unremitted profits	98	100	89	94	120	129
Other investment	63	86	29	48	57	91
Total	161	186	119	142	177	220
Non-Sterling Area:						
Unremitted profits	49	66	94	95	157	176
Other investment	53	56	64	44	76	104
Total	102	122	157	139	233	280
Total investment	263	308	276	281	410	500

Table 3. Outward investment (net of disinvestment)† 1963-1968

£ million

	Average 1963-65	Average 1966-68	1963	1964	1965	1966	1967	1968
Overseas Sterling Area:								
Developed countries	116	108	104	121	123	88	105	131
Of which:								
Australia	63	61	57	78	56	49	54	80
South Africa	37	41	34	33	44	35	47	43
Developing countries	45	38	31	40	63	30	37	46(†)
Of which:								
India	15	7	14	14	16	2	11	9
Ghana	2	3	- 2	—	8	3	3	3
Nigeria	3	—	7	- 5	7	- 1	- 3	3
Malaysia and Singapore	5	6	4	6	5	4	14	1
Non-Sterling Area:								
Developed countries	82	150	78	77	91	127	113	213
Of which:								
United States	22	59	11	31	23	42	52	84
EEC countries	36	51	40	37	32	51	30	73
EFTA countries	12	7	16	5	15	11	- 8	19
Developing countries	26	26	22	25	32	31	26	20 (†)
All areas:								
Developed countries	198	259	182	198	214	215	218	343
Developing countries	71	64	54	65	95	61	63	66 (†)
Total	269	322	236	263	308	276	281	410

(†) Also net of loans raised by financial subsidiaries registered in developing countries for the use of the parent company, amounting to £2 million in the Overseas Sterling Area and £23 million in the Non-Sterling Area.

Net investment in affiliates in the developing countries (see table 3) was only slightly higher in 1968 than in 1967, although as the footnote to Table 3 indicates the 1968 figures are reduced by some purely financial transactions. There is a two-way flow between the United Kingdom and affiliates in these countries, and the growing use of subsidiary companies registered in certain developing countries (e.g. the Netherlands Antilles) as financial intermediaries to raise funds for investment elsewhere in the non-sterling area has led to an increase in the amounts recorded as disinvestment. It is estimated that about £25 million of disinvest-

(Continued on next page)

ment in affiliates in developing countries represents the transfer of borrowed funds to the United Kingdom, and if such transactions are excluded (on the grounds that it is more appropriate to treat such funds as more akin to other foreign currency borrowings which are not channelled through a subsidiary registered overseas) the figure for net investment in the developing countries in 1968 would be about £90 million.

Within the developed countries, there was a substantial increase in investment in Australia between 1967 and 1968, to which the acquisition of Concrete Industries (Monier) by Redland Holdings towards the end of 1968 contributed. There were particularly large increases in investment in Europe, with investment in the EEC countries more than doubling to £73 million and investment in EFTA countries returning to a substantial positive figure (after a negative one in 1967 when the sale of Anglo-Portuguese Telephone depressed the figures). Investment in the United States was £84 million, twice the level of two years earlier. In contrast to these increases, investment in South Africa fell marginally, although it remained substantial at £43 million. Within the developing countries, investment in India was slightly lower in 1968 than in 1967, while net investment in Malaysia fell substantially, largely because of the sale of plantations.

Table 4. Overseas earnings, 1963-1968

£ million

	Average 1963-65	Average 1966-68	1963	1964	1965	1966	1967	1968
Overseas Sterling Area:								
Developed countries	129	153	110	137	141	136	146	178
Of which:								
Australia	53	64	45	53	61	55	62	76
South Africa	55	67	47	62	57	60	65	76
Developing countries	109	100	103	113	110	101	90	108
Of which:								
India	23	19	21	21	25	18	18	20
Ghana	6	5	4	7	6	5	5	7
Nigeria	8	7	6	8	8	8	5	8
Malaysia and Singapore	22	23	21	22	23	26	20	24
Non-Sterling Area:								
Developed countries	102	174	93	97	116	145	156	220
Of which:								
United States	43	75	38	42	49	68	73	86
EEC countries	18	38	21	13	19	25	25	65
EFTA countries	8	11	7	9	8	8	11	13
Developing countries	27	51	23	24	33	47	45	62
All areas:								
Developed countries	231	327	203	233	256	281	302	398
Developing countries	136	151	127	137	143	148	136	170
Total	367	478	330	370	400	429	438	568

Since earnings on direct investment tend to fluctuate less widely from year to year than the investment flows, the variations between countries in the growth of earnings (shown in Table 4) are less marked. Probably the most significant change is the growth of earnings of affiliates in the EEC countries, where after remaining relatively stagnant between 1963 and 1967 earnings rose by 160 per cent between 1967 and 1968 to £65 million. Only a fraction of this increase can be accounted for by the uplift to earnings given by the devaluation of sterling and it looks as though earlier investment in this area is at last bearing fruit. In general the earnings of affiliates in the developed countries grew at a faster rate than those of affiliates in the developing countries.

Table 5. Investment in selected industries, 1963-1968

£ million

Industry Group	Average 1963-65	Average 1966-68	1963	1964	1965	1966	1967	1968
Agriculture	12	7	14	11	10	8	13	- 1
Mining	14	23	26	3	12	16	22	21
Manufacturing	130	169	101	153	138	158	139	211
Distribution	56	56	41	46	81	39	61	68
Banking	19	23	21	14	21	- 2	27	42
Other, including insurance	39	45	32	37	47	57	19	58
Total	269	322	236	263	308	276	281	410

As in previous years, the major part of overseas investment was in manufacturing affiliates (51 per cent in 1968 compared with 49 per cent in 1967). There was a substantial increase in investment in banking, though investment in agriculture fell away to show marginal disinvestment in 1968 (again largely because of the sale of plantations in Malaysia and other parts of South-East Asia). The large increase in investment in 'Other industries' mainly represented a return to a more normal level of investment after the fall in investment between 1966 and 1967 arising from the sale of Anglo-Portuguese Telephone's branch in 1967.

INWARD DIRECT INVESTMENT AND EARNINGS

Area and industry analysis for 1968 (see Tables 6 and 7)

Net investment in United Kingdom affiliates by United States companies more than doubled between 1967 and 1968 (from £94 million to £217 million), though the 1967 level of investment in 1967 was abnormally low, the 1968 total was also much greater than investment in 1965 and 1966, when investment averaged about £150 million a year. Investment from countries other than the United States was slightly lower in 1968 than in the previous year when the figures were influenced by some large transactions, including the acquisition of Pye by Philips. Apart from the Netherlands, most European countries showed a higher or broadly unchange level of investment in 1968, the largest increases coming

Table 6. Area analysis of inward investment and earnings, 1967-68

£ million

	Net investment		Net earnings	
	1967	1968	1967	1968
United States	94·0	217·3	153·6	245·3
Other countries		64·3	62·7	83·3
Of which:				
Australia	- 0·4	2·0	1·3	2·5
South Africa	9·6	- 4·6	4·5	4·7
Canada	-16·9	13·6	14·3	21·8
Denmark	1·3	0·7	1·5	2·1
Sweden	1·9	8·7	3·0	3·5
Switzerland	15·6	14·6	13·2	17·4
Belgium and Luxembourg	1·3	1·2	1·0	0·8
France	2·4	5·2	4·1	6·1
Italy	2·6	1·7	0·3	0·1
Netherlands	37·0	11·5	11·0	13·4
West Germany	3·3	5·8	0·4	0·7
All areas	170·2	283·1	216·2	328·6

from companies in Sweden, France and Western Germany, though compared with investment from North America, investment from Europe remained a comparatively small proportion of the total. Affiliates from most overseas countries shared in the growth of inward earnings between 1967 and 1968, though affiliates of United States companies showed a particularly steep rise of about 60 per cent.

Table 7. Industrial composition of inward investment and earnings, 1966-1968

£ million

Industry Groups	Net Investment			Net Earnings		
	1966	1967	1968	1966	1967	1968
Food, drink and tobacco	19	10	108	20	23	28
Chemical and allied industries	46	11	43	36	32	40
Metal manufacture and non-electrical engineering	45	13	61	46	55	75
Electrical engineering	18	51	-18	21	28	40
Shipbuilding and vehicles	12	7	22	14	4	45
Other manufacturing	16	17	18	22	24	29
Total manufacturing	155	109	235	159	166	257
Distribution	23	28	10	20	24	29
Banking	6	21	19	11	16	25
Other activities	10	13	20	14	10	17
Total	195	170	283	204	216	329

A higher proportion of inward investment in 1968 was in manufacturing affiliates compared with the pattern of recent years (83 per cent, compared with 64 per cent and 79 per cent in 1967 and 1966 respectively). This proportion was slightly higher than the proportion of inward earnings arising from manufacturing affiliates (78 per cent). Within manufacturing industry, there was a large rise in investment in food, drink and tobacco industries (more than tenfold to £108 million) reflecting the acquisitions of Smiths Crisps, Gallaher and Godfrey Phillips by foreign companies. Investment in electrical engineering was affected by the sale of General Telephone and Electronics' stake in Thorn Electrical. Investment in banking fell back slightly in 1968 after rising rapidly in 1966 and 1967. The rise in investment in the shipbuilding and vehicles group was largely due to the rise in unremitted profits

made possible by the exceptionally rapid growth of earnings (mainly of companies in the motor industry), which rose from £4 million in 1967 to £45 million in 1968.

NOTES AND DEFINITIONS

Coverage

The annual inquiry for 1968 was conducted on a voluntary basis. Response was not complete, but all the statistics include an estimate for non-response. For investment, earnings, dividends, and depreciation provisions, the estimates for non-response were derived by using all available information (e.g., company accounts and reports, returns at previous inquiries, discussions with the firms concerned, etc.) to construct returns for each significant firm concerned, so that estimates for non-response were made in some detail.

The incidence of non-response varies from country to country so that the detailed figures are subject to a greater margin of error than the totals, and may not be accurate to the last digit shown. Estimates for investment are less accurate than those for earnings.

Government Departments and the oil companies were excluded, as was the Commonwealth Development Corporation, which is financed by the Government, though its overseas investments include some direct investment in private industry in developing countries.

Revisions

The estimates for 1968 published last year have been revised in the light of the full annual returns. The estimates for 1969, which are based on incomplete information only, will be revised in due course in the light of the full annual inquiry for 1969 which is now about to begin.

Direct investment and earnings

The annual inquiry is taken mainly to provide statistics for Balance of Payments purposes and the concept of direct investment is that adopted by the International Monetary Fund.†

The Board of Trade inquiry is limited to direct investment by companies. It follows that holdings of shares by individuals resident in the United Kingdom in independent companies registered abroad, are regarded as portfolio and not as direct investment, even if, as in the case of some companies which have migrated, United Kingdom residents hold a majority of the issued capital.

By 'branch' is meant a 'permanent establishment' as defined for the purpose of United Kingdom tax in Statutory Instruments relating to Income Tax and Double Taxation Relief. Subsidiaries are defined as in Section 154 of the Companies Act, 1948, and associates as incorporated companies which were not subsidiaries, but in which the investing company had a holding which it regarded as a 'trade investment'.

In respect of branches, the flow of investment is represented by the change in the indebtedness of the branch to its parent company excluding the effect of revaluations. In respect of subsidiary and associated companies, it is the sum of the parent company's share of unremitted profits, the cash value of any change in the parent company's holdings of share and loan capital and the change in the indebtedness of the subsidiary or associated company to the parent company, recorded in inter-company accounts (excluding the effect of revaluations).

Borrowing from the parent company, other than through the issue of share and loan capital is included in the change in the inter-company or branch/head office accounts. Information was not collected about borrowing by overseas branches or subsidiaries from local banks or unrelated concerns, or its repayment. The unremitted profits of subsidiaries and associates are calculated as the sum of profits less dividends remitted, and less losses. Unremitted profits are negative if dividends exceed profits, or if the subsidiary makes a loss.

† Balance of Payments Manual, Third Edition, July 1961.

Earnings

These include interest received and profits, after deducting provisions for overseas taxes as well as the provisions made in the accounts for the depreciation of capital assets.

Classification by industry

Firms were asked at an earlier inquiry to describe the kind of business in which their branches, subsidiaries and associates were engaged, and this information provides the basis for the industrial classification of the data which is based on the 1968 Standard Industrial Classification. The industrial analysis of outward investment relates to the activity of the overseas affiliate, and that of inward investment to the business of the United Kingdom branch, subsidiary or associate.

Valuation

Firms were asked to return values in sterling, as entered in their books of account, rounded to the nearest £1,000. Where conversion from an overseas currency was involved, they were asked to use the same rate of exchange as in their own accounts.

Period covered by returns

Companies were asked to make returns in respect of the calendar year 1968 or the nearest accounting year.

In terms of earnings about half the returns on outward investment were for a year ending in December 1968, about a quarter were for a year ending before December 1968, notably September 1968, and about a quarter were for a year ending after December 1968, notably March 1969.

For inward investment, returns accounting for about three-quarters of earnings were in respect of a year ending in December 1968.

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Business names and limited partnerships in Great Britain in 1969

DURING THE YEAR ended December 31, 1969, there were 76,271 new registrations under the Registration of Business Names Act, 1916 (as amended by the Companies Act, 1947), and 10,850 names were removed from the Register. 15,759 statements showing changes in particulars were also filed.

There were 76 new registrations under the Limited Partnerships Act, 1907.

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Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales for January 1970 was 115 (1965 = 100), 2 per cent higher than in January 1969 and 8 per cent higher than in January 1968.

Increases were recorded in all the main groups except food shops where there was a marginal decrease of less than one per cent and department and general stores where there was a decrease of 6 per cent.

Taking into account price increases it has been estimated that the volume of sales was down by 3 per cent compared with January 1969.

Further details may be had on application to the Ministry of Commerce, Index of Retail Sales, Room 311, 21 Linenhall Street, Belfast 2 (Tel. Belfast 34488, Ext. 215).

Index numbers of value of sales per week *and percentage increases compared with a year earlier*

1965 = 100

	All kinds of business		Food shops		Non-food shops: Total		Clothing and footwear shops		Durable goods		Miscellaneous non-food		Department and general stores	
1966	102		106		99		98		98		102		92	
1967	103	*1*	109	*3*	100	*1*	95	*-3*	99	*1*	103	*2*	94	*3*
1968	109	*6*	118	*8*	104	*4*	100	*4*	106	*7*	107	*3*	101	*7*
1969	114	*4*	125	*6*	107	*3*	104	*4*	109	*3*	108	*2*	104	*3*
1968 1st quarter	106	*7*	114	*6*	101	*8*	94	*7*	109	*17*	106	*6*	92	*6*
2nd quarter	109	*6*	119	*7*	103	*5*	97	*3*	107	*13*	107	*3*	96	*9*
3rd quarter	107	*6*	115	*7*	103	*5*	93	*3*	103	*6*	110	*4*	93	*8*
4th quarter	115	*5*	125	*12*	109	*1*	115	*4*	104	*-6*	104	—	124	*5*
1969 1st quarter	109	*3*	126	*11*	98	*-3*	92	*-1*	96	*-12*	104	*-2*	88	*-4*
2nd quarter	115	*5*	128	*8*	106	*3*	103	*6*	113	*6*	107	—	102	*7*
3rd quarter	111	*4*	120	*5*	106	*3*	96	*3*	110	*7*	113	*2*	95	*2*
4th quarter	121	*5*	127	*1*	117	*7*	125	*9*	116	*11*	110	*6*	132	*6*
1969 January	113	*7*	122	*11*	108	*4*	106	—	110	*-8*	112	*10*	92	*1*
February	106	—	126	*10*	94	*-7*	86	*-4*	92	*-11*	104	*-6*	74	*-14*
March	106	*1*	129	*12*	92	*-7*	86	—	86	*-17*	96	*-9*	98	—
April	114	*3*	132	*10*	103	*-2*	98	*5*	106	*-3*	105	*-4*	98	*-2*
May	118	*4*	130	*8*	111	*2*	108	*12*	113	*6*	113	*-4*	104	*8*
June	113	*9*	124	*8*	106	*9*	104	*2*	120	*15*	103		105	*16*
July	116	*5*	121	*7*	113	*4*	104	*8*	116	*7*	120	*1*	100	*5*
August	113	*3*	125	*8*	105	—	92	—	110	*5*	115	*-1*	89	—
September	105	*3*	115	—	99	*6*	91	*1*	104	*8*	103	*9*	94	*-1*
October	113	*3*	123	*1*	107	*4*	108	*6*	114	*4*	103	—	112	*11*
November	115	*4*	127	—	108	*7*	123	*12*	106	*7*	102	*5*	106	*3*
December	135	*7*	130	*2*	137	*11*	144	*7*	128	*23*	126	*12*	178	*6*
1970 January	115	*2*	121	*-1*	112	*4*	114	*8*	120	*9*	115	*3*	87	*-6*

Robert Hough

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Vehicle production in February 1970

THE MINISTRY of Technology have announced that in the four weeks ended February 28 car production averaged 33,872 a week, a fall of 6 per cent on the rate in the corresponding period last year. Most of the fall was in production for export, down by 10 per cent; production for the home market was, however, also a little lower than in February 1969. Commercial vehicle production in the four weeks averaged 8,779 a week, 9 per cent lower than a year earlier. As with cars the fall was mainly due to lower output for export.

In seasonally-adjusted terms, with output affected to a greater extent by industrial disputes than in January, car production for both home and export markets fell back sharply in February from the high levels of January. Nevertheless, seasonally-adjusted production was 5 per cent higher in total in the three months to February than in the three months September-November 1969, with a 16 per cent rise in home market production more than offsetting a fall of 7 per cent in production for export.

On a similar seasonally-adjusted basis, production of commercial vehicles, also affected by industrial disputes, fell back in February for both home and export markets to the lowest levels since last October. Production in the latest three months was, however, still considerably higher in total than in the three months September-November 1969, home market output showing a rise of 15 per cent and export output a rise of 5 per cent.

Table 1. Recorded production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.
Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of differences in timing and coverage.

	No. of Weeks	Passenger Cars (including taxis)				Commercial Road Vehicles			
		Totals	Home	Export	Weekly Average	Totals	Home	Export	Weekly Average
1963	52	1,607,939	958,766	649,173	30,922	403,781	238,876	164,905	7,765
1964	53	1,867,640	1,161,886	705,754	35,238	464,736	285,332	179,404	8,769
1965	52	1,722,045	1,069,374	652,671	33,116	455,216	280,976	174,240	8,754
1966	52	1,603,679	978,684	624,995	30,840	438,675	260,614	178,061	8,436
1967	52	1,522,013	988,273	563,740	29,846	385,106	245,692	139,414	7,406
1968	52	1,815,936	1,013,163	802,773	34,922	409,186	259,331	149,855	7,869
1969	53	1,717,073	892,758	824,315	32,398	465,720	272,942	192,778	8,787
1967 1st quarter	13	387,564	228,687	158,877	29,813	95,232	54,850	40,382	7,326
2nd quarter	13	446,537	281,652	164,885	34,349	104,215	66,929	37,286	8,016
3rd quarter	13	315,402	210,178	105,224	24,262	83,330	56,011	27,319	6,410
4th quarter	13	402,510	267,756	134,754	30,962	102,329	67,902	34,427	7,871
1968 1st quarter	13	467,555	269,925	197,630	35,966	104,276	67,055	37,221	8,021
2nd quarter	13	489,132	264,041	225,091	37,626	104,465	66,754	37,711	8,036
3rd quarter	13	389,586	215,398	174,188	29,968	88,469	56,719	31,750	6,805
4th quarter	13	469,663	263,799	205,864	36,128	111,976	68,803	43,173	8,614
1969 1st quarter	13	451,156	239,544	211,612	34,704	129,445	71,361	49,084	9,265
2nd quarter	13	485,246	245,936	239,310	37,327	126,325	74,032	52,293	9,717
3rd quarter	13	354,572	185,096	169,476	27,275	98,421	57,449	40,972	7,571
4th quarter	14	426,099	222,182	203,917	30,436	120,529	70,100	50,429	8,609
1968 October	4	145,965	90,289	55,676	36,491	33,858	21,299	12,559	8,465
November	4	150,382	83,520	66,862	37,596	35,583	21,825	13,758	8,896
December	5	173,316	89,990	83,326	34,663	42,535	25,679	16,856	8,507
1969 January	5	184 845	103,373	81,472	36,969	49,146	29,478	19,668	9,829
February	4	144,123	74,444	69,679	36,031	38,720	22,350	16,370	9,680
March	4	122,188	61,727	60,461	30,547	32,579	19,553	13,046	8,145
April	5	178,082	92,650	85,432	35,616	47,984	28,285	19,699	9,597
May	4	148,594	71,268	77,326	37,149	37,759	21,583	16,176	9,440
June	4	158,570	82,018	76,552	39,642	40,582	24,164	16,418	10,146
July	5	132,969	70,941	62,028	26,594	37,032	21,536	15,496	7,406
August	4	106,789	51,590	55,199	26,697	28,063	16,168	11,895	7,016
September	4	114,814	62,565	52,249	28,703	33,326	19,745	13,581	8,331
October	5	148,877	78,098	70,779	29,775	38,364	22,992	15,372	7,673
November	4	129,177	64,176	65,001	32,294	39,304	22,133	17,171	9,826
December	5	148,045	79,908	68,137	29,609	42,861	24,975	17,886	8,572
1970 January	4	146,560	80,854	65,706	36,640	40,435	24,357	16,078	10,109
February	4	135,489	72,851	62,638	33,872	35,117	21,609	13,508	8,779

(*Table 2 on next page*)

Problems of Progress in Industry

A series of booklets whose aim is to present briefly and simply the results of new research into the social, economic and technical problems of industrial progress. Titles include: No. 9 Automation and Skill **6s. 6d.** (7*s.*), No. 10 Woman, Wife and Worker **2s.** (2*s.* 4*d.*), No. 11 Money for Effort **1s. 9d.** (2*s.* 1*d.*), No. 12 Human Sciences Aid to Industry **2s.** (2*s.* 4*d.*), No. 13 The Supervisor and His Job **3s. 6d.** (3*s.* 10*d.*), No. 14 Teaching Machines and Their Use in Industry **3s.** (3*s.* 4*d.*), No. 15 Training the Adult Worker **3s. 6d.** (3*s.* 10*d.*), No. 16 How Research Can Help Training **1s. 6d.** (1*s.* 10*d.*), No. 17 Subjective Standards in Industrial Inspection **2s. 3d.** (2*s.* 7*d.*), No. 18 Work Flow in Batch Production **3s.** (3*s.* 3*d.*)
Prices in brackets include postage.

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569, S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

Table 2. Production – seasonally adjusted

Monthly averages — thousands

	Passenger Cars			Commercial vehicles		
	Total	Home	Export	Total	Home	Export
1963	134	80	54	33·6	19·9	13·7
1964	156	97	59	38·7	23·8	15·0
1965	144	89	54	37·9	23·4	14·5
1966	134	82	52	36·6	21·7	14·8
1967	129	82	47	32·1	20·5	11·6
1968	151	84	67	34·1	21·6	12·5
1969	143	74	69	38·8	22·7	16·1
1967 1st quarter	123	73	50	31·4	18·2	13·3
2nd quarter	130	82	48	31·6	20·0	11·6
3rd quarter	127	84	43	31·7	21·1	10·6
4th quarter	138	91	46	33·6	22·7	11·0
1968 1st quarter	145	85	59	33·6	21·8	11·8
2nd quarter	145	78	67	32·6	20·6	12·0
3rd quarter	155	85	70	33·5	21·1	12·3
4th quarter	161	90	72	36·7	22·9	13·8
1969 1st quarter	142	77	65	39·1	23·4	15·7
2nd quarter	145	74	71	39·6	22·9	16·7
3rd quarter	147	76	71	39·3	22·7	16·6
4th quarter	137	71	66	37·2	22·0	15·2
1968 October	160	92	68	34·7	22·0	12·7
November	163	90	73	37·1	23·2	13·9
December	160	87	74	38·4	23·7	14·7
1969 January	161	91	70	43·9	26·5	17·4
February	146	79	67	40·6	24·1	16·5
March	120	60	60	32·8	19·5	13·3
April	142	74	68	40·4	23·8	16·6
May	142	68	74	38·2	21·6	16·6
June	150	78	72	40·1	23·3	16·8
July / August } Average	152	77	75	40·7	23·3	17·4
September	139	75	64	36·6	21·5	15·1
October	133	65	68	31·6	19·1	12·5
November	141	70	71	40·7	23·4	17·3
December	138	78	60	39·3	23·4	15·9
1970 January	158	88	70	44·7	27·0	17·7
February	136	76	60	36·5	23·0	13·5
Average of:						
Sept.-Nov. 1969	138	70	68	36·3	21·4	14·9
Dec.-Feb. 1970	144	81	63	40·3	24·6	15·7
Percentage increase change	*+5*	*+16*	*– 7*	*+11*	*+15*	*+5*

United Kingdom official reserves during March

HM TREASURY announce that during March the United Kingdom official reserves rose by £28 million to stand at £1,129 million at the end of the month.

This increase was after substantial debt repayments to central banks, and net repayment of £16 million during the month to the International Monetary Fund.

Large surplus for Overseas Sterling Area for 1969

FIGURES PUBLISHED on April 3 in the March issue of *Economic Trends* (HMSO, 10s.) showed that the overseas sterling area had a record surplus of some £700 million in its transactions with the rest of the world (combined current and long term capital accounts) in the first nine months of 1969.

And with preliminary estimates pointing to a further surplus in the fourth quarter, it is likely that the year as a whole will show a surplus well in excess of the large surplus of £626 million estimated for 1968.

Export earnings continued to rise sharply in the first nine months and even though imports also rose, the large surplus which had emerged in 1968 increased substantially.

The deficit on other current account transactions remained fairly stable and the net inflow of long-term capital, although slightly lower than the same period of 1968, was still running at a very high level.

In transactions with the non-sterling areas—that is the rest of the world excluding the United Kingdom—the overseas sterling area had a surplus of some £850 million in the first nine months of the year.

Figures are also published of the balance of payments of the sterling area as a whole with the rest of the world which indicate a surplus of £1,140 million on the current and long-term capital accounts in the first nine months of 1969 – an improvement of nearly £800 million on the corresponding period of 1968.

The March issue of *Economic Trends* also includes the full article and tables on the United Kingdom balance of payments in the fourth quarter and year of 1969, the summary of which was published in the *Board of Trade Journal* of March 11, (page 654).

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, April 3, 1970.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Prologue	Br/E 34761	87	March 31	Contemporary Films Ltd.	National Film Board of Canada.
Some Will, Some Won't	Br/E 34763	90	March 31	Warner-Pathe Distributors Ltd.	Transocean Films Ltd.
Art Surgeon	Br/E 34770	10	April 2	Rank Film Distributors Ltd.	New Zealand National Film Unit.
Movietone News 2130	Br/E 34659	9	April 3	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2130A	Br/E 34660	8	April 3	" "	" "
				FOREIGN	
Popi	F 34757	98	March 31	United Artists Corporation Ltd.	Leonard Films Inc.
Chicago, Chicago	F 34758	106	March 31	" "	Mirisch Productions Inc. and Cartier Productions Inc.
They Paid With Bullets	F 34759	85	March 31	Darville Organisation (Communications) Ltd.	Esterofilm, Rome.
Dirty Angels	F 34760	86	March 31	Ranworth Film Services Ltd.	Produzione Films, Rome.
Weekend	F 34762	103	March 31	Connoisseur Films Ltd.	Les Films Copernic, Paris.
Zabriskie Point	F 34764	(a) 111 (b) 110	April 1	Metro-Goldwyn-Mayer Pictures Ltd.	Metro-Goldwyn-Mayer Pictures Inc.
Killer On A Horse	F 34765	78	April 1	" "	Youngstein and Karr Inc.
Un Certo Giorno (One Fine Day)	F 34766	105	April 2	Connoisseur Films Ltd.	Cinema S.P.A., Milan and Ital Noleggio, Rome.
Twisted Girls	F 34767	90	April 2	Border Film Productions (London) Ltd.	Hercules Cinematografica S.R.L., Rome.
Cactus Flower	F 34768	104	April 2	Columbia Pictures Corporation Ltd.	Frankovich Productions Inc.
Better A Widow	F 34769	100	April 2	Rank Film Distributors Ltd.	Universal Productions, Paris and Ultra Films S.P.A., Rome.

AMENDMENT TO THE REGISTER;
The title of the film 'Le Great Dame Robbery' (F 34725) registered on March 16, 1970, has been amended to 'The Great Dane Robbery'.

CORRECTION TO THE REGISTER;
In the list of films registered during the week ended Friday, March 20, 1970, the maker's name of the film 'The Practical Romantic – Sir Walter Scott' (Br/E 34728) should read: Anvil Films (Scotland) Limited.

NOTE;
In the list of films registered during the week ended Friday, March 27, 1970, the maker's name of the film 'The Last Grenade' (Br/E 34744) should read Lockmore Ltd.

The Board of Trade —a guide to industry

THE BOARD of Trade's organization is being strengthened to concentrate more fully on promoting visible and invisible exports over the whole range of British industry.

The Board is also responsible for a wide range of other matters, including civil aviation, shipping, insurance and companies, consumer protection, and the distributive trades. This directory is a guide to the Board's responsibilities and functions. It details services offered to the public and industry, and in particular to exporters.

There is an inquiry room at each of the Board's main offices and also at the Export Information Centre, Hillgate House, 35 Old Bailey, London, E.C.4, where callers are directed to the appropriate person.

The Board maintains seven regional offices in England (see paragraph 41), each under a Regional Export Director, with the job of keeping in regular contact with exporters in their areas There are similar arrangements in Scotland and Wales. Firms in Northern Ireland should contact the Ministry of Commerce in Belfast.

(1) MINISTERS AND THEIR MAIN RESPONSIBILITIES

PRESIDENT OF THE BOARD OF TRADE
The Rt. Hon. Roy Mason, MP

MINISTERS OF STATE
The Rt. Hon. Lord Brown
Export promotion.
The Rt. Hon. Goronwy Roberts, MP
Civil aviation, shipping and marine questions.

PARLIAMENTARY SECRETARY
Mrs. Gwyneth Dunwoody, MP
Consumer protection, films, tourism, distributive and service trades, insurance and companies, patents, newspapers, printing and publishing, tariff policy and statistics.

(2) THE DEPARTMENT AND ITS WORK

PERMANENT SECRETARY
Sir Antony Part, KCB, MBE.

SECOND PERMANENT SECRETARY
Sir Max Brown, KCB, CMG.

Export and import trade

(3) Exporters' first contact point

Exporters seeking assistance may first contact their Board of Trade Regional Office (see paragraph 41) or the 'Export Intelligence' inquiry point at Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 9633, Telex 886143).

(4) Information and advisory services

The Export Services Division provides information and guidance in relation to:
Export opportunities abroad
Individual export problems
Finding agents, or distributors, or partners in joint ventures abroad
Commercial standing (but not creditworthiness) of overseas agents or distributors
Overseas business visits
Tariffs, import and other regulations in overseas countries.
– Export Services Division, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Telex 886143).

(5) Computerized Export Intelligence

From June, 1970, exporters can subscribe to a selective intelligence service providing on printed cards rapid news of sales opportunities and other information about overseas markets which exactly matches their individual requirements. The service (which will replace the *Export Service Bulletin*) will cost £25 a year for up to 500 cards.
– Computerized Export Intelligence Service, Export Services Division, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Telex 886143).

(6) Trade fairs, British Weeks and store promotions

Assistance for firms taking part in overseas trade fairs and store promotions, and organization of official participation in these events.
– Fairs and Promotions Branch, Hillgate House, 26 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Telex 886143).
Publicity for trade fairs and exhibitions, British Weeks and store promotions.
– Overseas Publicity Section, Information Division, Sanctuary Buildings, 16-20 Great Smith Street, S.W.1 (Tel. 01-222 7877, Telex 27366).

(7) Capital projects overseas

Help for British commercial and professional interests in obtaining export business from these projects.
– Overseas Projects Group, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Telex 27366).

(8) British firms' representation overseas

Help in the formation of groups of companies prepared to share the cost of representation overseas.
– Group Export Representation Unit, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Telex 27366).

(9) Protection of commercial interests overseas

Responsibility for British external commercial policy including trade relations and commercial negotiations with other countries. Advice on the effect of other countries' regulations on British firms' overseas business. This includes information about such matters as international commodity policy, international action on restrictive business practices and diplomatic immunity and privileges.
– Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Telex 27366).
Responsibilities within Commercial Relations and Exports Department are divided as follows:
CRE 1 – International trade policy including GATT, OECD and UNCTAD.
CRE 2 – Asia, Australasia and the Irish Republic.
CRE 3 – Western Europe (and Yugoslavia, Malta, Cyprus, Gibraltar), EFTA and EEC questions.
CRE 4 – Eastern Europe, the Middle East and Africa.
CRE 5 – North America, South America and the Caribbean.

(10) Export promotion

Policy on export promotion.
– Export Planning and Development Division, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Telex 27366).

(11) Publications

Board of Trade Journal – published every Wednesday, contains special articles and many regular statistical and other series providing a range of information – including market surveys, customs regulations, tariff changes and full lists of exhibitions and fairs. Special supplements are included from time to time. Price 2s. per copy (by post 2s. 8d.); annual subscription £6 18s. 6d. Available from HMSO or booksellers.

Export Handbooks –
No. 1 'Services for British Exporters'. A comprehensive guide to the export services provided by Government and other organizations.
No. 2 'ECGD Credit Insurance and Financial Support Services'. Details the different forms of insurance and financial support available through the Government's Export Credits Guarantee Department.
No. 3 'Organization for Overseas Marketing'. A systematic Guide, for chief executives and senior management, to possible types of organization within the company at home and in overseas markets.
No. 4 'Agency Legislation and Practice Abroad'. Calls the attention of British exporters to the existence in some countries of legislation which might create unexpected difficulties between principal and agent.
Copies of these export handbooks may be obtained free from United Kingdom Publicity Section, Information Division, Board of Trade, 1 Victoria Street, London, S.W.1.

Hints to Businessmen – a series of free booklets giving concise guidance on particular markets. (Available from Export Services Division.)

(12) Statistics and Market Intelligence Library

A public reference library of material on overseas markets. Includes large collections of economic and general statistics, catalogues of foreign manufacturers, overseas development plans, and overseas trade and telephone directories.
Hours: 9 to 5.30, Monday to Friday.
– Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Telex 886143).

(13) Export and import licensing

Provision of export licences and import certificates and licences.

- Export Licensing Branch, 54 Broadway, London, S.W.1 (Tel. 01-222 7877, Telex 27366).
- Import Licensing Branch, Broadway Buildings, 54 Broadway, London, S.W.1 (Tel. 01-222 7877, Telex 27366).

(14) Tariffs

General responsibility for the United Kingdom protective tariff and anti-dumping policy. Consideration of applications for changes in import duties, for temporary suspension of duties for the imposition of anti-dumping and countervailing duties, for drawback and other reliefs from import duty.

- Tariff Division, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1 (Tel. 01-222 7877, Telex 27366).

For assistance with trade missions, market research, translation and distribution of sales literature and trade directories see *British National Export Council* (paragraph 43)

For export credit insurance see *Export Credits Guarantee Department* (paragraph 42)

Industry, commerce and trade within Britain

(15) Newspapers, printing and publishing

Responsibility for the newspapers, printing publishing and advertising industries.

- General & Industrial Division, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Telex 27366).

(16) Small firms

Secretariat of the Bolton Committee – an independent committee of inquiry set up to examine the role and problems of small firms in the British economy.

- General & Industrial Division, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2595).

(17) Design and marketing

Responsibility for the Council of Industrial Design. Policy and relations with industry on marketing.

- General & Industrial Division, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Telex 27366).

(18) Service and distributive trades

Responsibility for service and distributive trades.

- General & Industrial Division, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Telex 27366).

(19) Consumer protection

Policy and relations with industry and the public on consumer protection, hire purchase, weights and measures.

- General & Industrial Division, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Telex 27366).
- Standard Weights & Measures Department, 26 Chapter Street, London, S.W.1 (Tel. 01-834 7032, Telex 27366).

(20) Tourism

General policy on tourism and the hotel industry. Relations with the British Tourist Authority and the English Tourist Board. Liaison with the Hotel and Catering EDC.

- Tourism Branch, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Telex 27366).

(21) Film industry

Policy and relations with the film industry. Administration of Cinematograph Films Acts and international co-production agreements.

- Films Branch, Broadway Buildings, 54 Broadway, London, S.W.1 (Tel. 01-222 7877, Telex 27366).

(22) Insurance and companies

Administration of the Companies' and Insurance Companies' Acts and of the Protection of Fraud (Investments) Act which regulates dealings in securities and unit trusts.

- Insurance and Companies Department, Sanctuary Buildings, 16-20 Great Smith Street, London, S.W.1 (Tel. 01-222 7877, Telex 27366).

Public inspection of company documents. Registration of companies and business names.

- Companies House, 55-71 City Road, London, E.C.1 (Tel. 01-253 9393).

Insolvencies of individuals and firms. Investigations and liquidations of companies.

- Bankruptcy Department, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Telex 886143).

(23) Patents, trade marks, design and copyright

Patent applications, registration of trade marks, registration of design. International protection of inventions, designs, trade marks and copyright.

- Patent Office and Industrial Property and Copyright Department, 25 Southampton Buildings, Chancery Lane, London, W.C.2 (Tel. 01-405 8721, Telex Patoff).

Branch Office for textile design registrations and filing textile trade mark applications.

- 51 Regent House, Cannon Street, Manchester 4 (Tel. 061-252 3759).

Civil aviation

(24) Commercial and economic aspects of civil aviation

Policy on air services and legislation for air licensing. Consideration of appeals from decisions of Air Transport. Licensing Board. Policy in relation to Air Corporations Financial and economic aspects of airline operations.

- Civil Aviation Division 1, Shell-Mex House, Strand, London, W.C.2 (Tel. 01-836 1207, Telex 22110 and 22119).

(25) International aspects of civil aviation services

Policy on international scheduled air services agreements and civil aviation relations with other countries; and treatment of British air services abroad; and on provison of ground facilities overseas in which the United Kingdom has an interest. Clearance of international non-scheduled flights.

- Civil Aviation Division 2 Shell-Mex House, Strand, London, W.C.2 (Tel. 01-836 1207, Telex 22110 and 22119).

(26) Aerodromes and aircraft noise

Policy and management of the following state-owned civil aerodromes.

Aberdeen (Dyce). Belfast (Aldergrove). Benbecula. Edinburgh (Turnhouse). Inverness (Dalcross). Islay (Port Ellen). Kirkwall. Stornoway. Sumburgh. Tiree. Wick.

Policy on non-state aerodromes and heliports; matters relating to the British Airports Authority; Aircraft noise; The Licensing of aerodromes.

- Civil Aviation Division 3, The Adelphi, John Adam Street, London, W.C.2 (Tel. 01-836 1207, Telex 22110 and 22119).

(27) Operating standards

Establishment and enforcement of operating standards for civil aircraft and personnel. United Kingdom register of aircraft.

- Directorate-General of Safety and Operations, Shell-Mex House, Strand, London, W.C.2 (Tel. 01-836 1207, Telex 22110 and 22119).

(28) Air traffic control

Operation of United Kingdom air traffic control system.

- Controllerate of Air National Control System, The Adelphi, John Adam Street, London, W.C.2 (Tel. 01-836 1207, Telex 22110 and 22119).

(29) Aircraft accidents

Investigation of accidents to civil aircraft and of certain accidents to military aircraft.

- Accidents Investigation Branch, Shell-Mex House, Strand, London, W.C.2 (Tel. 01-836 1207, Telex 22110 and 22119).

Shipping

(30) Shipping policy

Policy on United Kingdom merchant fleet and shipping relations with other countries. Policy on flag discrimination and commercial regulation of international shipping.

- Shipping Policy Division, The Adelphi, John Adam Street, London, W.C.2. (Tel. 01-836 1207, Telex 22110).

(31) Marine legislation

Policy and administration of legislation on the safety of ship construction and equipment, navigation and navigational aids and matters relating to the standards and welfare of crews. Administration of the Marine Survey service. Pollution of the sea by oil and other substances discharged by ships; marine casualty investigations; wreck and salvage matters; hovercraft.

- Sunley House, 90/93 High Holborn, London, W.C.1 (Tel. 01-405 6911).

(32) HM Coastguard

- Sunley House, 90/93 High Holborn, London, W.C.1 (Tel. 01-405 6911).

(33) General register and record office of shipping and seamen

- Llantrisant Road, Llandaff, Cardiff (Tel. Cardiff 561221/9).

Statistics

(34) Statistics Division

Statistical information on Britain's overseas trade, the trade and economics of overseas countries, distributive and service trades, consumer credit, the balance of payments, wholesale prices, tourism shipping and civil aviation. This information is published regularly in the *Board of Trade Journal* and *Business Monitors*.

- Statistics Division, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Telex 25955).

(35) Business Statistics Office

Conducts Censuses of Production and Distribution and other large-scale inquiries, such as those into the service trades. The Office is becoming the main collecting agency for business statistics. It publishes statistical reports and undertakes special analyses on a fee-paying basis.

- Business Statistics Office, Lime Grove, Eastcote, Ruislip, Middlesex (Tel. 01-866 8771/0, 0085/9).

Statistics and Market Intelligence Library see paragraph 12).

Other services

(36) Information services

- Press Office provides a 24-hour information service on the Board's activities to all United Kingdom news media.
- *Board of Trade Journal* (see also paragraph 11) contains special articles and other series of interest to industry and commerce. In addition to the export information outlined in paragraph 11 the *Journal* publishes statistics on the economy, trade, turnover and production, investment, shipping and civil aviation.
- EFTA Information Centre provides information on EFTA, and distributes EFTA free publications.
- Overseas Publicity Section (see also paragraph 6) advises industry on overseas publicity matters.
- United Kingdom Publicity Section is responsible for Board of Trade advertising, exhibitions and displays. With Information Policy Section it is also responsible for Board of Trade information publications.
  - Information Division, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Telex 27366).

(37) Library services

The Central Library contains reference material on subjects related to Board of Trade responsibilities. Open to the public by appointment only. It maintains an index to the *Board of Trade Journal* available to the public by telephone (Ext. 3031) and publishes a monthly list of those Board of Trade publications not sold by HMSO.

- 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Telex 27366).

Material relating to civil aviation and marine aspects of the Board's work is kept in separate libraries which also are open to the public by appointment only, and are located as follows:

- Civil Aviation Library, The Adelphi, John Adam Street, London, W.C 2 (Tel. 01-836 1207).
- Marine Library, Norman Shaw North Building, Victoria Embankment, S.W.1 (Tel. 01-930 4349).

For the Statistics and Market Intelligence Library, see paragraph 12.

(38) Staffing of the Board of Trade

Staffing and organization of the Board of Trade.

- Establishment Division, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877).

(39) Legal advice to the Board of Trade

Advice to the Board of Trade and the Export Credits Guarantee Department on legal matters.
Drafting of subordinate instruments and other legal documents for the Board and the ECGD.
Conducts prosecutions arising from the contravention of Acts which are the responsibility of the Board of Trade.

- Solicitor's Department, Kingsgate House, 66/74, Victoria Street, London, S.W.1 (Tel. 01-828 1299).

(40) Finance

Supervision of the financial policy, revenue and expenditure of the Board of Trade. Responsible for financial arrangements with organizations financed wholly or in part by the Board, and for the custody and administration of enemy property.

- Finance Division, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877).

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(41) Board of Trade Regional Export Organization

Northern Region

Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TJ (Tel. Newcastle 27575, Telex 53178).

Yorkshire and Humberside Region

The East and West Ridings of Yorkshire, the City of York, Lincolnshire. (Parts of Lindsey only.)
City House, New Station Street, Leeds LS1 4JQ (Tel. Leeds 38232, Telex 55472).

North Western Region

Cheshire, the High Peak District of Derbyshire (viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
Sunley Building, Piccadilly Plaza, Manchester, M1 4AT (Tel. 061 236-2171, Telex 66104).

Midland Region

Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, parts of Lincolnshire (Holland and Kesteven and the County Borough of Lincoln, Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire).
Five Ways House, Islington Row, Birmingham, 15 (Tel. 021-643 8221, Telex 33702).

Eastern Region and London (E, EC, N, WC postal districts)

Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.
Cromwell House, Dean Stanley Street, London, S.W.1 (Tel. 01-828 6271, Telex 25991).

South Eastern Region and London (NW, W, SE and SW postal districts)

Greater London Council administrative area: Dorset (Poole MB only), Hampshire (including the Isle of Wight), Kent, Surrey and Sussex.
Cromwell House, Dean Stanley Street, London, S.W.1 (Tel. 01-828 4355, Telex 25991).

South Western Region

Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole MB), Gloucestershire, Somerset and Wiltshire.
The Pithay, Bristol BS1 2NE (Tel. Bristol 21071, Telex 44214).

Wales

The whole of Wales and Monmouthshire,
Government Buildings, Gabalfa, Cardiff CF4 4YL (Tel. Cardiff 62151, Telex 49267).

Scotland

The whole of Scotland.
314 St. Vincent Street, Glasgow, C3 (Tel. 041-248 2855, Telex 77583).
District Office: 29a High Street, Inverness (Tel. Inverness 30867).

Northern Ireland

In Northern Ireland a service similar to that provided by Regional Offices is provided by the Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast BT2 8BY (Tel. 34488, Telex 74578).

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(42) Export Credits Guarantee Department

Insures United Kingdom exporters against commercial and political risks incurred in selling overseas. It also gives guarantees to banks providing finance for export credit.

ECGD OFFICES

Head Office: Aldermanbury House, Aldermanbury, London, E.C.2 (Tel. 01-606 6699, Telex 21821).

Bedford: Heron House, 49-51 Goldington Road, Bedford (Tel. Bedford 58798, Telex 82350 ECGD Bedford).

Belfast: Third Floor, Office 30/32, 7, Donnegall Square West, Belfast BT1 6JE (Tel. Belfast 29428, Telex 74577 ECGD Belfast).

Birmingham: Chamber of Commerce House. 75 Harborne Road, Birmingham 15 (Tel. 021-454 4375. Telex 33132 ECGD Birmingham).

Bradford: West Riding House, Cheapside, Bradford 1 (Tel. Bradford 25147. Telex 51161 ECGD Bradford).

Bristol: Washington House, Great George Street, Bristol BS1 5QL (Tel. Bristol 22102. Telex 44248 ECGD Bristol).

Cardiff: St. David's House, Wood Street, Cardiff CF1 1ES (Tel. Cardiff 26657. Telex 49284 ECGD Cardiff).

Crawley: Barden House, 36. Spencers Road, West Green, Crawley (Tel. Crawley 23444. Telex 87374 ECGD Crawley).

Edinburgh: 108 George Street, Edinburgh 2 (Tel. 031-225 3004. Telex 72170 ECGD Edinburgh).

Glasgow: 7 West George Street, Glasgow, C2 (Tel. 041-221 3056. Telex 77130 ECGD Glasgow).

Leeds: Headrow House, 42 The Headrow, Leeds LS1 8HD. (Tel: Leeds 30082. Telex 55232 ECGD Leeds).

Liverpool: Number One, Old Hall Street. Liverpool 3 (Tel. 051-236 5756. Telex 62537 ECGD Liverpool).

London:

(City) Marlon House, Mark Lane, EC3 (Tel. 01-488 3491, Telex 23164, ECGD CITY Ldn) Serving London E, EC2, EC3, and Essex.

(North) 1-4 Old North Street, Red Lion Square, London, WC1 (Tel. 01-405 8991, Telex 263615, ECGD North Ldn). Serving London N, EC1, WC1, WC2 and Herts.

(South) 42-46 Weston Street, London, SE1 (Tel. 01-407 5011. Telex 24812 ECGD South Ldn). Serving London SW, SE, EC4 and Kent and Surrey.

(West) Waverley House 7-12 Noel Street, London, W1 (Tel. 01-437 2292. Telex 24105 ECGD West Ldn). Serving London W, NW, and Middx.

Manchester: Cheshire House, 18-20 Booth Street, Manchester M2 4AJ (Tel. 061-236 8861. Telex ECGD Manchester).

Newcastle Upon Tyne: 2 Osborne Road, Newcastle upon Tyne,NE2 2BL (Tel: Newcastle upon Tyne 814214. Telex 53305 ECGD Ntyne).

Nottingham: Equitable House, Old Market Square, Nottingham NG1 2LE (Tel. Nottingham 46585. Telex 37566 ECGD Nottingham).

Reading: 18 The Forbury, Reading (Tel. Reading 580574. Telex 84422 ECGD Reading). Serving Berks, Bucks, Oxford and Hants.

Sheffield: 8-12 Furnival Gate, Sheffield S1 4QN. Tel: Sheffield 29151. Telex 54244 ECGD Sheffield).

New York: 150 East 58th Street, New York 10022USA (Tel: 593 2258, Area Code 212, Telex 420543).

Functions and addresses of some organizations whose work is related to that of the Board of Trade

(43) British National Export Council

Promotes British exports generally and to particular markets through area organizations. Identifies opportunities in export markets and serves as an independent communication point between industry and Government on matters of export promotion policy. BNEC services include financial assistance for trade missions, overseas market research, translations and distribution of sales literature and trade directories. Publicity for trade missions, British Weeks and store promotions.

– 6/14 Dean Farrar Street, London, S.W.1 (Tel. 01-930 3121, Telex 262264, Brinatex Ldn).

BNEC Africa, Asia, Australia and New Zealand, Canada, Caribbean, Israel, Latin America, Export Council for Europe, United States of America and Southern Africa are all at the above address.

BNEC Committee for Middle East Trade is at:

– 33 Bury Street, London, S.W.1 (Tel. 01-839 1170/2137).

(44) British Film Fund Agency

Responsible for the distribution, to makers of British films, of the proceeds of a levy on cinema box office takings.

– 9 Cavendish Square, London, W.1 (Tel. 01-636 5551).

(45) Cinematograph Films Council

Statutory advisory body to the Board of Trade on the film industry.

– 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877).

(46) National Film Finance Corporation

Makes loans for British film productions.

– 27 Soho Square, London, W.1 (Tel. 01-437 4884).

(47) British Standards Institution

Responsible for industrial standards and codes of practice in United Kingdom, for certification marking schemes associated with some of these standards. Information on standards of other countries.

– 2 Park Street, London, W.1 (Tel. 01-629 9000).

Advice to exporters on technical regulations affecting testing and approvals procedures overseas.

– Technical Help to Exporters Section, British Standards Institution, Maylands Avenue, Hemel Hempstead, Herts (Tel. 0442 2341).

(48) Council of Industrial Design

Promotes improvement of design of British products by means of information services and the Design Centre – a permanent but changing exhibition of well-designed British goods in current production. The Information Services include reference library, lending library of photographs and slides, lecture panel, Record of Designers, Press Office, retail section, and a monthly magazine (Design).

– 28 Haymarket, London, W.1 (Tel. 01-839 8000).

(49) Consumer Council

Examines consumer problems to consider and promote action to resolve them.

– 3 Cornwall Terrace, London, N.W.1 (Tel. 01486 4301).

(50) Performing Rights Tribunal

Adjudicates between bodies holding copyright and people wishing to use copyright.

– Chancery House, Chancery Lane, London, W.C.2 (Tel. 01-405 0262).

(51) Air Transport Licensing Board

Licensing of air services operated by United Kingdom registered aircraft. Questions connected with these services and related facilities, tariffs and charges.

– Gaywood House, Great Peter Street, London, S.W.1. (Tel. 01-222 7231).

(52) Air Registration Board

Responsibility for the airworthiness of civil aircraft.

– Brabazon House, Redhill, Surrey (Tel. Redhill 65966).

(53) Civil Air Transport Industry Training Board

– Staines House, 158-162 High Street, Staines, Middlesex (Tel. Staines 57171).

(54) Tourist Authorities

The British Tourist Authority is responsible for promoting tourism overseas. It is also responsible for tourism questions affecting Britain as a whole.

– British Tourist Authority, 64 St. James's Street, London, S.W.1 (Tel. 01-629 9191).

The Tourist Boards of England, Scotland and Wales encourage tourism in their respective countries and provide and improve tourist facilities. They also administer hotel development incentives.

– English Tourist Board – 26 Chapter Street, London, S.W.1 (Tel. 01-222 7877).
– Scottish Tourist Board – 2, Rutland Place, Edinburgh EH1 2YU (Tel. 031-229 1561).
– Wales Tourist Board – 7 Park Place, Cardiff CF1 3UJ (Tel. Cardiff 27281).
– N. Ireland Tourist Board – 10 Royal Avenue, Belfast BT1 1DO (Tel. Belfast 3122).

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Exhibitions and Fairs

Admiring a bottle of Stodart's 'Old Smuggler' whisky in the Consumer Goods Section of the Lyons Fair is Mr. Christopher Soames (second from right), HM Ambassador to France, who had chosen the period of the Fair to make his first official visit to the Rhone-Alpes region of France. With Mr. Soames are, left to right: Stodart's representative for the Rhone-Alpes region; Mr. F. Collomb, president of the Fair; Mr. J. Burn, Vice-Consul (Commercial); and one of Stodart's salesmen.

Mrs. Dunwoody at Munich Fashion Week

MRS. GWYNETH DUNWOODY, Parliamentary Secretary, Board of Trade, visited the Munich Fashion Week on April 7. During her stay she called at the stands of the 72 British exhibitors, who are participating at this event in a joint venture display, sponsored by the Board of Trade in conjunction with the Clothing Export Council of Great Britain. Mrs. Dunwoody also saw a fashion parade displaying the latest British styles in clothes suitable for almost every occasion – day dresses, evening wear, cocktail wear, co-ordinates, trouser suits, skirts, furs and costume jewellery.

The British exhibit occupies an area of over 17,500 sq. ft. at the Show, which ends on April 9.

Mrs. Dunwoody, who has special responsibility for the administration of the Patent Office, is taking the opportunity while in Germany to visit the German Patent Office.

British Commercial Information Office at Hanover Fair

AT THIS year's Hanover Trade Fair (April 25-May 3) there will be an official British Commercial Information Office in the Internationaler Treffpunkt, Room 11, which is situated in the Mittel Allee. It will be manned by members of the Commercial Department of the British Consulate-General in Hanover with the assistance of members of other British Consulates-General in the Federal Republic and the British Embassy in Bonn.

The function of this office is to receive commercial inquiries from buyers and agents, to maintain close links with the Board of Trade and to assist British exhibitors with their commercial activities.

Should you wish to contact this office the telephone number is Hanover 89-3211 and 89-3251. The Telex number is 203-9248323 and the answer back 9248323 brgr d.

The British Consulate-General in Hanover also has Telex facilities; the number is 203-923263, answer back bcghn d.

Mr. Soames stresses industrial importance of Rhone-Alpes area at Lyons Trade Fair

by J. O. McCormick, Consul General, Lyons

'FRANCE is not only Paris' declared Mr. Christopher Soames, HM Ambassador to France, in a press and TV interview during his visit to Lyons. The Ambassador and Mrs. Soames had chosen the period of the Lyons International Trade Fair to make their first official visit to the Rhone-Alpes region of France since Mr. Soames' appointment. In a major speech on British Day at the fair, Mr. Soames stressed the importance for British industry of the mergers and restructuring now taking place in France: the newly formed groups, notably in petrochemicals, building and electronics, would need equipment, and recent parity changes made British prices competitive.

Visiting the stands of the British exhibitors at the fair, the Ambassador regretted that more British firms were not present. Nevertheless, Britain had, once again, the largest official national participation, grouping 27 firms in Board of Trade joint ventures sponsored by the London Chamber of Commerce (present in both the Consumer Goods and the Mechanical Handling and Engineering Sections), the Business Equipment Trade Association and the Gifts and Fancy Goods Association. A further score of United Kingdom firms were exhibiting individually, in collaboration with their French agents. The staff of the Commercial Section of the British Consulate-General at Lyons manned a commercial information stand to answer inquiries from French industrialists, importers and traders on British products and services.

In the Mechanical Handling Section, Lansing Bagnall Ltd., exhibiting for the first time in Lyons, were visited by a wide range of major firms in the highly industrialized Lyons area. The fact that they were able to demonstrate their high-lift, three-directional pallet stacker meant that potential buyers could see for the first time in France this highly developed and unique piece of equipment in operation: the pallet stacker did not overshadow the other fork lift trucks exhibited and valuable contacts made will mean plenty of work for their local agents in the months to come. Spear & Jackson, on an adjacent stand with saws and wood-working machinery, found their quality articles highly appreciated. Roger Prideaux, the Northamptonshire cricketer and sales director of the City Timber Co., also exhibiting in Lyons for the first time, declared that the response from hardware dealers for his newly developed 'Hand-i-plate', a simple device for joining two pieces of wood, was 'fantastic'; halfway through the fair, he had appointed an exclusive agent for the whole of France and booked an order for half a million plates, and potential Dutch and Swedish agents came to Lyons to see this new line.

In the Gift Articles Section, Etchmasters Ltd., Legend Products, Lloyd Pascal & Co. Ltd. and Nelson Agencies represented by their French agent had a wide range of their products on display and their continuing success was shown by a 50 per cent increase over last year in orders taken during the fair.

Master Addresser Ltd., completely new to France, were exhibiting their 'Mini-Master' hand-held addressing machine in the Business Equipment Section. They found considerable interest in this low-priced item, and had to air-freight a supply to their stand to satisfy the demand from potential distributors. In the

LYONS TRADE FAIR, *continued*

same British section, Evertaut Ltd. aroused local interest in their office chairs, whilst Rotaprint Ltd., demonstrating their offset litho machine, ran off a splendid full-colour reproduction of Breughel's 'Winter Scene'; they reported many useful contacts for this equipment and other machines displayed on their stand. Gestetner, already well established in France, consider their presence at the Lyons fair 'essential' to retain their position in a highly competitive market and gleefully reported snatching orders from buyers who had intended to purchase German equipment.

A number of interesting points emerged from a final round-up of exhibitors' impressions at the end of the fair. In the first place, while a few exhibitors complained of the fact that the general public is admitted – and the Lyonnais attended in force at the weekends – the firms new to France were able to carry out their own market research: Falcon House Group, for example, discovered a definite liking on the part of the pipe-smoking public for certain colours in their 1970 range of coloured pipes and an equally definite non-acceptance of one colour – a fact that might have taken months to establish in the field. Slatex Decoration Ltd. discovered wide public interest in their wall decoration lines: their final press release was entitled 'Gold Rush'. Helenware of London told the same story, and, from information gained during the Fair, hope to market in France at highly competitive prices.

Buyers from 42 countries, from Algeria to the United States, passed through the fair gates and some British exhibitors found agents or prospective agents not only in France but also for Switzerland, Holland, Sweden, etc. But the main purpose behind exhibiting at the Lyons Trade Fair is to make products known to the Rhone-Alpes region, which is still sadly neglected by British industry. Remarkable was the Saudi Arabian magnate who signed orders on the spot for 40 machine tools – but, unfortunately, British representation in this field was not strong enough to offer any real competition! Current credit restrictions in France were certainly responsible for a somewhat quieter fair than usual as regards placing firm orders but despite this Whitlock Bros. Ltd., exhibiting with their agent Cadillon SA, reported considerable interest in their excavators from the technical point of view, although public works equipment users are hesitant – or even unable – to buy at the present time. Lamson Industries Ltd. and Rotaprint experienced the same technical interest but were not always able to clinch firm orders.

Finally, it is evident that the Lyons fair is more than ready to burst out of its 50-year-old site. Several projects are before the authorities, and it is to be hoped that, in a year or two, a brand new fair will open its gates. Rhone-Alpes, the second most important region of France, industrially and commercially, after Paris, certainly deserves this, and it is to be hoped that British industry and trade will seize the opportunity, for the visitor to Lyons will find ample proof that 'France is not only Paris'.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London, E.C.*1 (01-248 9876, *Ext.* 6147).

1,400 British firms in BoT supported promotions

DURING the next three months 1,400 British firms will be taking part in promotions organized by the Board of Trade at overseas fairs and exhibitions. These firms will be sponsored by 55 British trade associations at 83 overseas trade fairs in 26 countries.

An extensive cross-section of British capital and consumer goods will be shown at these events, which will provide valuable opportunities to promote export business and explore new markets. In addition to these general and specialized exhibitions, there will also be a number of store promotions in various parts of the world, including Australasia and the Caribbean, a British Shopping Week in Belgium, and three Motor Weeks in Sweden.

In Europe there will be British displays at such important events as the Hanover Fair and the Hanover International Air Show, the Textile Machinery Exhibition in Moscow, and the International Trade Fair at Poznan. The British trade drive in Finland will also be under way, with over 30 firms taking part in trade fairs in Helsinki during April and May. There will be further displays at trade fairs and store promotions in Helsinki and other towns throughout Finland during the autumn. Some other promotions where British companies will be showing their products will be held as far apart as Johannesburg and Perth, Detroit and Oslo. Included in the wide range of British goods and products on show at events around the world will be television programme material, specialized engineering equipment, medical and educational apparatus, printing machinery and a variety of consumer goods such as leather, furs, fashions and foodstuffs. Also on show will be new techniques in experimental biology, navigation, marine and mining equipment.

A SURVEY OF THE WORLD ENGINEERING PRODUCTION IS FULLY PRESENTED BY THE

12th BRNO INTERNATIONAL ENGINEERING FAIR

Attended by world-known firms from about 40 countries.
Opportunity of establishing and improving advantageous business relations.
Exhibits arranged according to industrial branches and special trade sections emphasizing the following groups. Machine tools and forming machines, heavy current electrical engineering, machines and equipment for the chemical and food industries, transport engineering and agricultural machinery, machines and equipment for the textile, leather, and rubber industries.
Rich scientific-technical programme.
International conference of technical press journalists.
Opportunity to get to know the Czechoslovak Socialist Republic.

September 5th-14th, 1970

BRNO

Both modern and traditional styles in British footwear went down well with American buyers at the National Shoe Fair of America in New York. Left: Material and styling of knee-high boots find favour with two potential buyers talking to Mr. L. Fossey (right) of Impex Shoes (London) Ltd. Right: Mr. C. Scott (right) of Coles Group in discussion with a customer interested in men's shoes on display on his stand.

Strong British group at National Shoe Fair of America

by J. B. Houldsworth, British Trade Development Office, New York

BRITISH footwear manufacturers recently followed up their successful export drive in the United States market by taking part in another trade show. A strong group of 14 firms sponsored by the British Footwear Manufacturers' Federation (BFMF) participated under Board of Trade joint venture terms in the National Shoe Fair of America held in New York from March 8 to 11. Included were eight of the 11 manufacturers who took part in the same event a year ago, and the BFMF was represented by their overseas manager, Mr. Bryan Wallis.

The New York Shoe Fair, one of the largest footwear trade shows held in the United States, attracts some 10,000 buyers from all over the country and is now held twice a year in the early spring and autumn. It is located in three neighbouring commercial hotels in midtown Manhattan, and more than 700 exhibitors are grouped according to type of footwear or accessories being shown. Imported lines are normally displayed in individual showrooms at the Hotel New Yorker, but on this occasion British manufacturers for the first time exhibited as a group in an 'open plan' layout which helped draw greater attention to the British display than in previous years.

Emphasis on men's boots and shoes was evident in the footwear displayed by the British exhibitors, in ultra-wearable versions of the latest high fashion trends. At least half of the majority of collectitons included boots, where the ankle-high trouser boot was perhaps the most popular. Leathers were also stressed more than in previous years, gleaming in wet-look materials, or high polish, and in some cases crushed and crinkled underneath the shine to give the effect of new textures. Antiquing has also set a trend for whole new treatments of shoe leathers to give them a rich, well-worn, but lively appearance that seems in keeping with requirements of the American market and which appeared to please most visitors to the Show.

Britain's distinctive-styled men's shoes with their expert craftsmanship have become renowned in the American market, and in addition several manufacturers displayed high-styled women's shoes with the 'thirties look' as well as a new fashion range of knee-high boots. Men's lines followed the new trend in masculine look – fairly broad toe shapes, rounded, square, but with one new style, the oblique toe, which is a broad last and square toe with the corners sliced off – but as always the traditional classic-styled men's welted footwear continued to find appeal among the more conservative customers.

Several of the British participants at the Show had also been members of the first British Footwear Manufacturers' Federation Mission to the West Coast of the United States as part of the 'Target California' Trade Drive, and visited Los Angeles and San Francisco from February 14 to 27. At the end of the four-day show several of the other British firms planned extensive sales trips to other American cities to make personal visits to stores; and those who have well-established connections in the United States market used the opportunity to increase their business with existing customers and also to attempt to find new outlets for new ranges of footwear. Most exhibitors expressed satisfaction at the business and interest generated at the Show and intimated their intention of returning to the United States for the National Shoe Fair to be held in Chicago from August 30 to September 2.

The United States continues to be an excellent customer for footwear, taking more than a quarter of Britain's exports, and is the largest overseas market for the industry.

PUBLICITY FOR TRADE FAIRS OVERSEAS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* **Board of Trade Journal.**

470,000 visit 40th Geneva Motor Show

A report from the British Consulate-General, Geneva

ON MARCH 12, Europe's principal spring motor exhibition, the Geneva International Motor Show, was opened by M. Hans-Peter Tschudi, the president of the Swiss Confederation. A total of 946 exhibitors from 22 countries were represented at the show which, following the decision to hold a separate exhibition for commercial vehicles (reported in the *Board of Trade Journal* of March 4), was devoted entirely to private cars, vehicle accessories and vehicle maintenance plant. In all, the products of 126 British companies were displayed at the show for which the official attendance figure was given as 470,000. Nine British firms participated in a joint venture organized by the Society of Motor Manufacturers and Traders with the Board of Trade support.

The principal British car manufacturers were well in evidence. British Leyland, whose European office has been set up in Lausanne, had wide-ranging displays of its Austin/Morris, Daimler, Jaguar and Triumph models; the Ford exhibits included the European premiere of the Executive model of the Capri 3000 and a high performance model of the Escort with a 16 valve 1600 engine; the Chrysler International exhibit incorporated the former Rootes marques which contained an eye-catching display of the new Sunbeam 'Avenger' models which are being sold on the Continent as the Sunbeam 1250 and 1500. Also represented were such specialist manufacturers as Aston-Martin, Bentley and Rolls-Royce, Bond, Jensen, Lotus, Marcos, Morgan and Reliant Motors: several cars in these categories were sold off the stands.

Although the Geneva Motor Show is essentially intended for the European market, it must not be forgotten that Switzerland, a compact and discriminating market, is highly attractive for foreign car manufacturers. The national vehicle count records 204 cars per 1000 members of the population, 325 in the Canton of Geneva and a higher ratio within the city of Geneva itself. By country of origin, the Federal Republic of Germany headed the import market for Switzerland in 1969 with 77,247 cars (39.6 per cent of the market), followed by France with 36,463 cars (18.7 per cent). The United Kingdom came third with 34,585 cars (17.8 per cent), which included 12,000 Austin and Morris cars and 11,340 Ford models (the Cortina being the top-seller); the value of British motor car exports to Switzerland amounted to £17,384,000 in 1969. Italy was fourth with 30,400 cars (15.6 per cent), while Japan's share of the Swiss market rose from 1.4 per cent to 2.9 per cent.

Besides the Ford and Sunbeam models, the other new cars to catch the limelight at the Geneva Motor Show included the much-publicised V6 Maserati-engined Citroen car; the latest four-rotary Wankel-engined version of the experimental Mercedes C-111 model; the stubby American Motors' Gremlin; and the new Monteverdi 450SS coupé as Switzerland's answer to the Lamborghini. The liveliest display of the exhibition was perhaps that of Volkswagen whose trendy, pop-musically-backed display attracted many visitors; the Volvo exhibit was equally alive with on-the-spot films with French and German commentaries describing research into vehicle developments.

The British accessories exhibits included well-arranged displays by Armstrong Patents Ltd., Lucas, and Trico-Folberth, and an interesting vehicle-stacking demonstration by the Swiss agents of Space-O-Matic Parking (UK) Ltd.

Buyers at the New York Philatelic Show find plenty to interest them in the displays of stamps on the British stands.

Third—and largest—British group at New York Philatelic Show

A report from the British Trade Development Office, New York

NINETEEN British dealers and philatelic companies sponsored by the Philatelic Traders' Society took part on joint venture terms with the Board of Trade in the 12th International Stamp Exhibition (Interpex) in New York's Americana Hotel from March 13-15. It was the third successive British participation – and the largest – in this annual event.

As usual, the Show was strongly supported by the United States Post Office, the United Nations Postal Administration, the Crown Agents and the 30 or so philatelic clubs who again displayed collections valued at over $2 million. For the keen philatelist, there were the customary rarities (this year the highlight was the single remaining 1856 British Guiana one-cent stamp) whilst for the sensation-seekers there was on display the actual vehicle used to carry North America's (actually Canada's) first hovercraft mail service.

Most of the 30,000 visitors to the Show, however, seemed to be seriously interested buyers – if not as dealers in bulk purchases then as private collectors – and the British group appeared to have plenty of interesting material on offer. They reported having had an entirely successful display, with the volume of business transacted well ahead of last year, when only eight companies came on the joint venture.

At the close of the Show, all but two of the British exhibitors left for the West Coast to take part in another joint venture sponsored by the Philatelic Traders Society – at the International Postage Stamp Exhibition (Stamp-Expo 70) in Anaheim from March 20-22.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

British promotions by six Australian stores

THE 1970 programme of British promotions by Australian stores has started well.

The Myer Emporium Ltd., giant Australian departmental chain, staged the first of a series of British promotions in their Melbourne store in February, and followed this with similar events during March at their Sydney store of Farmer & Company Ltd., and at Adelaide. They will hold a fourth British promotion at Brisbane from April 13 to 18.

Two further all-British promotions have been mounted by the Melbourne store of Buckley & Nunn from February 23 to March 7 (staged as an anniversary sequel to the very successful one they held last year), and by F. V. Richards of Sydney from April 6 to 25.

There will also be strong British participation in the series of international promotions later in the year by David Jones stores, whose all-British promotions last year were an outstanding success.

First reports of this year's British events augur well and greatly increased sales are expected. It is hoped to publish a full report as a *Board of Trade Journal* supplement early in June.

New records at 5th Copenhagen Fashion Fair

By P. V. Rollitt, Commercial Department, British Embassy, Copenhagen

A RECORD number of 228 exhibitors took part in the 5th Copenhagen Fashion Fair held at the Forum Exhibition Hall, Copenhagen, from March 15-18. This number was made up of 148 British firms (again a record), 30 from Austria, 13 from Switzerland, 11 each from the Federal Republic of Germany and France, four from Italy, three each from Holland and Denmark, two each from Sweden and Ireland, and one from Hong Kong. In addition, the Clothing Export Council of Great Britain, the Austrian Commercial Delegation in Denmark, and the Swiss Fashion Group all had information stands.

For the first time in its history, the Fair was marred by inclement weather, but this in no way deterred the buyers, some 7,736 in all, who flocked in from Scandinavia, Western Europe and North America. This Fair, together with the Scandinavian Fashion Fair held concurrently at the Bella Centre, has made Copenhagen the major Scandinavian buying centre for the middle to lower end of the ladies' and girls' clothing supply trade and is the place where spring and autumn fashions are given their first airing in this part of the world.

The fashion forecast for the autumn turned out to be 'midi', with shades of the styling of the twenties much in evidence. Some minis and maxis were to be seen, but the manufacturers seem to have opted for the midi. The volume of business done suggests that the buyers also accept this change.

A special feature of the Fair was a fashion show presented twice daily by the Clothing Export Council and staged by G.C. Promotions. This was an extremely professional performance which filled the fashion theatre at every showing and drew many admiring comments.

There is no doubt that the British participation at this Fair under Board of Trade joint venture terms has contributed in no small way to the increase of British clothing exports to Scandinavia in general and to Denmark in particular. Exports of clothing to the latter have gone up from £2.8 million in 1967 to nearly £5.3 million in 1969. Dare we hope for £6 million in 1970?

Mr. R. J. Traill (right), director of Thomson (Carron) Ltd., of Falkirk, explains specification details o two interested customers at the Canadian National Sportsmen's Show.

British Pavilion at Izmir Fair: UK liaison officer

THE British Chamber of Commerce of Turkey have appointed Mr. H. Birtles to act as their United Kingdom liaison officer, on a part-time basis, with special reference to the arrangements for the British Pavilion at the annual Izmir International Trade Fair. Mr. Birtles recently retired from the Board of Trade, where he was for many years responsible for export services and other aspects of export promotion work.

Correspondence c/o The London Chamber of Commerce, 69 Cannon Street, London, E.C.4 (Telephone inquiries 01-876 7244).

280,000 visit Canadian National Sportsmen's Show

By P. F. Newman, British Government Office in Toronto, Ontario

WITH A fine disregard for the inauspiciousness of the date, the 23rd Canadian National Sportsmen's Show (March 13 to 22) – the annual pot-pourri of all sports things to all sportsmen – opened its doors in Toronto on Friday the 13th to the first of the 280,000 visitors who would pass through the turnstiles over the ensuing 10 days.

This show portends spring and the summer days ahead; it also provides an important forum for the somewhat paradoxically named 'leisure industry'. A forum whose significance is best gauged by the fact that one-third of the whole of Canada's consumer purchasing power is within 100 miles of the centre of Toronto. Yet this urbanization with its almost inevitable attendant partner, pollution, has yet to so engulf the area that deer, bear and wolf are still found within these limits in their season.

We have enjoyed an excellent response over the four successive years in which we have had a British joint venture exhibit in the show. In 1967 we promoted motorcycles and their accessories in this way. In 1968 in collaboration with the British Caravan Council we introduced British caravans for the first time. Since then our caravans have appeared upon the same site each year. However, this year we had to find another 1,600 square feet of floor space to accommodate newcomers. We found this eventually, no easy task in a show as sold-out as this one. The caravan manufacturers who exhibited were Lynton, Sprite, Stephens and West, and Thomsons of Carron. With them were accessory manufacturers Joseph Bryant, Burden, Perdisan and C. P. Witter.

What benefit can be said to have been derived from this Board of Trade inspired activity? The Canadian Bureau of Statistics provides the answer within the blue covers of its annual compilation of Canadian imports. Bearing in mind, therefore, that our first caravan joint venture was in March 1968, the figures are revealing:

	Total number of caravan units imported from UK	F.o.b. cost $
1966	21	22,000
1967	48	36,000
1968	124	105,000
1969	456	382,000

It is not unreasonable to suppose, therefore, that by the end of this year we shall exceed the half million dollar mark for caravans alone. And now that caravan accessory manufacturers are becoming involved also we may expect to see a similar trend in these other classifications within those same blue covers next year. Could there ever be a clearer example of what the Board of Trade joint venture scheme has to offer British exporters seeking initial market exposure? Manufacturers of leisure equipment of any kind, therefore, who are seriously contemplating entering this Canadian market would be well advised to contact the Fairs and Promotions Branch of the Board of Trade, Tower Block, 26 Old Bailey, London, E.C.4 (Tel. 01-248 5757) for advice regarding space in next year's show. In view of the difficulty we have in obtaining this, the sooner we here know what our requirement is likely to be the more likelihood there is of our finding additional suitable space.

Britain at Belgium's largest building trade fair

A report from the British Embassy, Brussels

THE eleventh Brussels International Building Materials and Accessories Exhibition was held in the Palais du Centenaire from March 14 to 22. This was the second time this annual exhibition has taken place at the Centenaire centre and it was the largest building trade fair so far held in Belgium. Some 700 exhibitors covered over 29,000 square metres of space and there were approximately 292,000 visitors. Taking place in parallel with the exhibition was a congress on the subject of whether the building industry should rejuvenate its techniques and so promote a new system of town planning.

Once again British firms – eight in number on this occasion – exhibited jointly with the assistance of the Building Materials Export Group and the Board of Trade. The stand occupied a central point in its hall and its design and facilities were well commented on. A variety of products were displayed: screws and accessories, stainless-steel sanitary ware, roof fittings, kitchen furniture, roofing material, contractors' measuring equipment and shelving. Some of the companies were consolidating past appearances at the exhibition, others had come to Brussels for the first time; all had received many interested inquiries not only from Belgium but also from elsewhere in Europe. One firm seeking an agent in Belgium had a number of expressions of interest from local companies, thus enabling a good choice to be made. The British exhibitors look forward to receiving firm orders in the time following the end of the exhibition.

Examining and discussing British products on view at the Brussels Building Exhibition.

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla 854, Lima.

The British boating industry was represented at the HISWA Show, Amsterdam, by 11 firms who participated in a Board of Trade supported joint venture.

UK boat builders return to Dutch HISWA Show

THE 'HISWA '70' exhibition, Amsterdam (March 13 to 22), which continues to go from strength to strength, was the 15th International Boating and Camping Exhibition to be held in The Netherlands.

Opened by the Dutch State Secretary for Culture, Recreation and Social Welfare, it took up all of the available floor space in the R.A.I. Exhibition Centre (some 50,000 square metres) and all kinds of pleasure craft, boating accessories and equipment, tents and camping gear were on show from 27 countries. The demand for space was such that the harbour behind the exhibition building was brought into use to accommodate some of the boating exhibits but there were, nevertheless, many disappointed applicants. The total number of participants was 313, an increase of 63 over last year, and it is estimated that the overall attendance was approximately 213,000, more than five per cent up on 1969.

In the boating section of the exhibition 11 British firms took part in a joint venture, sponsored by the Ship and Boat Builders National Federation under the auspices of the Board of Trade. Their products included powered, sailing and inflatable boats and dinghies, related parts and accessories, sailing wear, marine paints and boating magazines. The sponsors and participants alike were highly pleased at the results achieved during the Show and the presence of a combined British entry for the second year running underlined the importance of rising sales of British pleasure craft in the Dutch market. These have more than doubled over the past two years and the outlook is for further substantial increases in the next two or three. Several British boats were seen at this exhibition for the first time on the joint venture stands and also on the stands of British boat builders' Dutch agents.

At this year's HISWA Show certain trends in the design for pleasure craft were apparent. For instance, motor cruisers are being fitted out more luxuriously while at the same time incorporating features to make for easier going in choppy water. It is also evident that the outboard engine has, to some extent, displaced the small inboard engine in motor craft, and a power rating of 100 h.p. is no longer exceptional on boats of this kind. The hull forms and designs of the larger yachts follow the modern trends of greater beam and better cabin planning and efforts are being made to obtain drier upper decks.

In particular, the extent to which fibreglass has entirely replaced wood as hull material was evident. It is this development especially which has brought about the present swing in market conditions, in which imported quantity-built boats, mainly from Britain and France, are rapidly increasing their share of the market at the expense of boats from domestic builders who mainly operate on a small scale. While this market change may lead in turn to a change in the pattern of the Dutch industry, it seems clear that the next two or three years at least should provide an opportunity for British boat builders to make further substantial increases in their sales in the Netherlands. In such circumstances it is not surprising that participants in this year's joint venture expressed the view that a similar collective entry at next year's HISWA would be essential. The exhibition now has the reputation of being the largest and most important boating and camping show on the Continent, and its importance was illustrated by the fact that many foreign boating and watersport magazines organized trips to it for hundreds of their subscribers.

The British Ambassador to the Netherlands, Sir Edward Tomkins, visited the British stands on March 18, accompanied by the Counsellor (Commercial), the Defence and Naval Attache, and the British Consul-General in Amsterdam.

New exhibition on pollution for London next year

POLLUTION in all its forms and the equipment, services, materials and research available to combat it will be the subject of a new exhibition to be mounted in London next year. To be known as The Environmental Pollution Control Exhibition (ENPOCON), it will be held at Earls Court, London, from March 30 to April 2, 1971.

ENPOCON is claimed to have the support of all those interested in fighting environmental pollution. In a foreward to the brochure describing the aims of the exhibition, Mr. Anthony Crosland, Secretary of State for Local Government and Regional Planning, said:

> 'Because we live in a small, highly-industrialized island, environmental pollution has become a subject of increasing public concern, and the Prime Minister has recently asked me to review the whole machinery for dealing with the problem. Other countries share our concern. The Council of Europe has designated 1970 as European Conservation Year, and the United Nations are planning a Conference on The Human Environment for 1972. We shall be playing a full part in these activities.
>
> 'I welcome this exhibition as an opportunity for the exchange of ideas and information on all aspects of the control of environmental pollution.'

The Association of Public Health Inspectors plans a conference on the role of the public health inspector in the fight against environmental pollution, in association with ENPOCON. This will be a one-day event, and further details will be issued later.

The Confederation of British Industry, which is playing a leading role in the campaign against pollution, has already welcomed ENPOCON as a notable contribution to the task of creating a wider awareness of pollution problems. The CBI is holding its own conference this year on air and water pollution.

During the period of ENPOCON another event on a closely related subject will be held at Earls Court. This is the seventh appearance of the Effluent and Water Treatment Exhibition and Convention. The Effluent and Water Treatment Exhibition is a biennial exhibition covering the entire field of water treatment, industrial effluent treatment and sewage purification and disposal. It covers water and effluent treatment plant, machinery, chemicals, instruments, services and materials. The last appearance of the exhibition (in March 1969) attracted a total attendance of 7,604.

Visitors and delegates to the Effluent and Water Treatment Exhibition and Convention will be afforded every facility to inspect ENPOCON and the two exhibitions will be situated side-by-side with mutual access.

Inquiries concerning space reservations, visitors' arrangements, conference information and general information regarding the planning of ENPOCON and the Effluent and Water Treatment Exhibition and Convention to Richard Cunningham, Exhibition Director, Brintex Exhibitions Ltd.

Princess Margaret to open antique dealers fair

PRINCESS Margaret is to open the 30th Antique Dealers Fair and Exhibition at Grosvenor House, London, on June 10.

This year's fair is a milestone – it will be the 30th occasion on which the event has been staged. Since 1937 it has enjoyed royal

ANTIQUE DEALERS' FAIR, *continued*

patronage, and at present Queen Elizabeth The Queen Mother is the patron.

The Antique Dealers Fair always attracts many thousands of collectors, art experts and visitors from all over the world, who come to look and buy. This year 78 of Britain's most reputable antique dealers will uphold the fair's reputation: only antiques of a very high standard may be displayed.

Almost all objects exhibited are for sale, and the organizers strictly enforce the rule that the date of origin of every item must be earlier than 1830. The rigorous screening of the fair's 17 advisory committees of experts provides every possible assurance that all antiques are authentic of the period they are represented to be.

The only items not for sale are the loan exhibits of treasures of the Royal Family and the Goldsmith's Company, which have become a regular feature of the exhibition.

Seen here at a meeting held in Helsinki Mr. R. P. Mitchell, Director of the British Menswear Guild, discusses plans for the British trade drive to be held in Helsinki from October 9-24. Right to left are: Mr. Stockmann, managing director of Stockmanns store, Mr. R. P. Mitchell, Mr. Sundvall, publicity manager, Mr. Wiklund, menswear merchandising manager, Mr. Seire, divisional buying manager.

British men's fashions lead overseas challenge at New York exhibition

by J. B. Houldsworth, British Trade Development Office, New York

CLOTHING MANUFACTURERS from Britain have again successfully challenged the highly competitive American market, by taking $1,500,000 of orders at a recent New York Sportswear Show. In the largest display of British menswear ever shown in the United States, 31 firms sponsored by the Clothing Export Council took part under joint venture terms with the Board of Trade in the National Association of Men's Sportswear Buyers (NAMSB) Fall Show at the New Yorker Hotel from March 15 to 18. Buyers from all over the United States and from Canada thronged the British exhibition area on the 12th floor of the hotel to view and place orders for the latest menswear fashions from Britain.

The NAMSB Show is the leading event in the American menswear trade calendar, and British exhibitors were again the major overseas attraction at the show. Their neat and effectively prepared display booths and showroom won unstinting praise from the show organizers, and proved a source of attraction on each day of the four-day event, as a steady flow of importers and retail store buyers – a great many of them projecting a youthful image themselves in the high fashion clothes they wore – sought out the British exhibitors to place orders for merchandise for the coming autumn (fall) season.

Much in demand by American customers were high fashion lines in the increasingly popular tunic look, and complementary items such as dress shirt blouses full and flared, and elegant sports shirts with ornate embroidered fronts in strong colours, close fitting body, high armholes and skinny sleeves. Ties were also extremely popular as a high fashion accessory in bold shapes and patterns, while fashionable midi fur and leather coats continued to be a source of attraction.

Several British exhibitors, some of them new to the United States market, and others well known in New York for many years, were delighted with the results they achieved at the show. This is particularly encouraging in view of the fact that menswear business in the United States, after a boom season in 1969, is at present slow, and has resulted in a cautious approach by some buyers. The fact remains, however, that the American male, whatever his age, is becoming more aware that he can participate in the current fashion and colour revolution in menswear even though it may be on a small scale, and this was reflected in the amount of interest generated at the show for high fashion neckwear and shirts.

American menswear buyers are, on the whole, optimistic about the future, and British firms by their continued presentation of quality merchandise at shows such as NAMSB will be in a position to take advantage of any new sales opportunities that arise in the United States market.

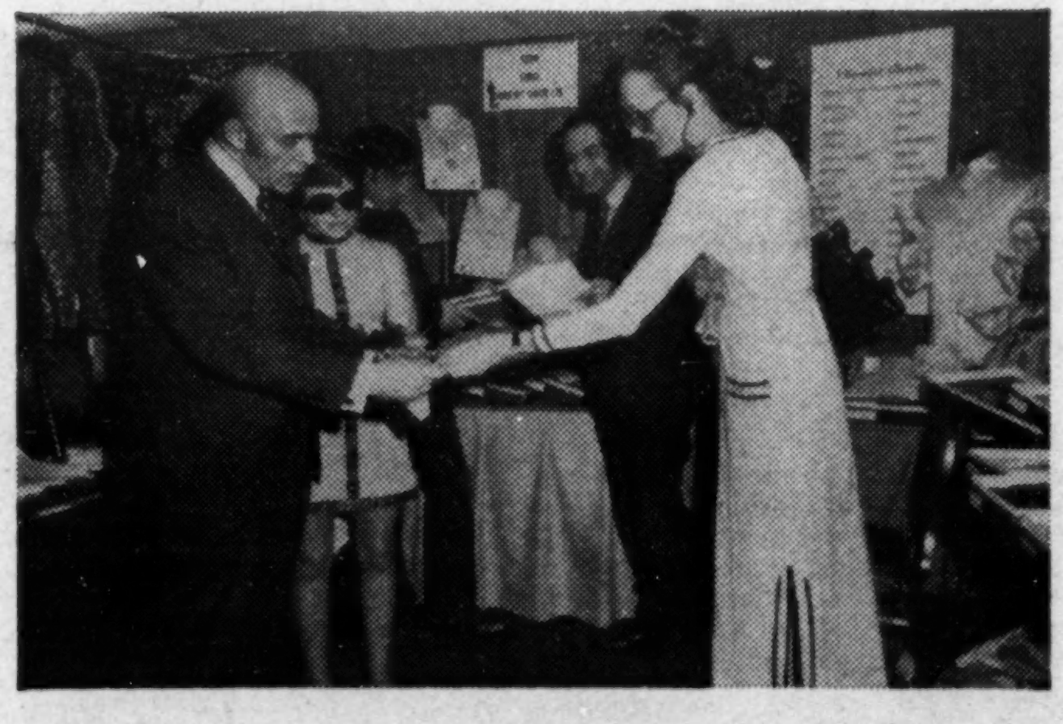
The Clothing Export Council were represented by Mr. Julian Clifford, who made arrangements for the group's visit with the assistance of the British Trade Development Office in New York.

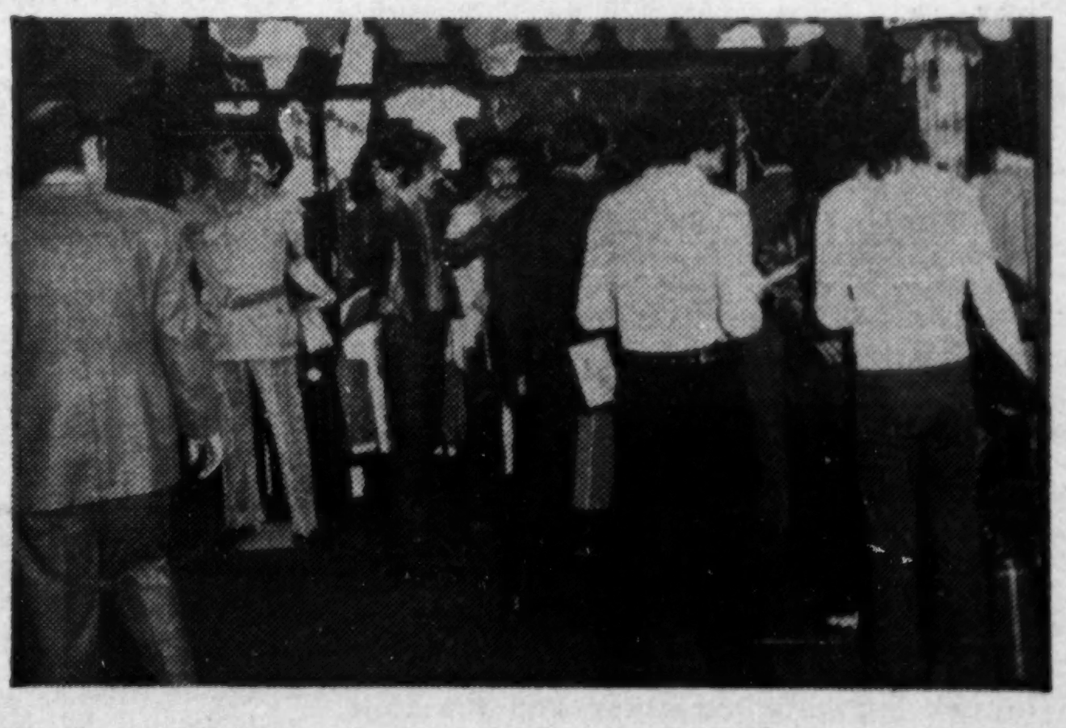
Top award for Britain at Rand Easter Show

BRITAIN has gained the Grand Challenge Cup for the best national pavilion at the Rand Easter Show held in Johannesburg (March 23 to April 6).

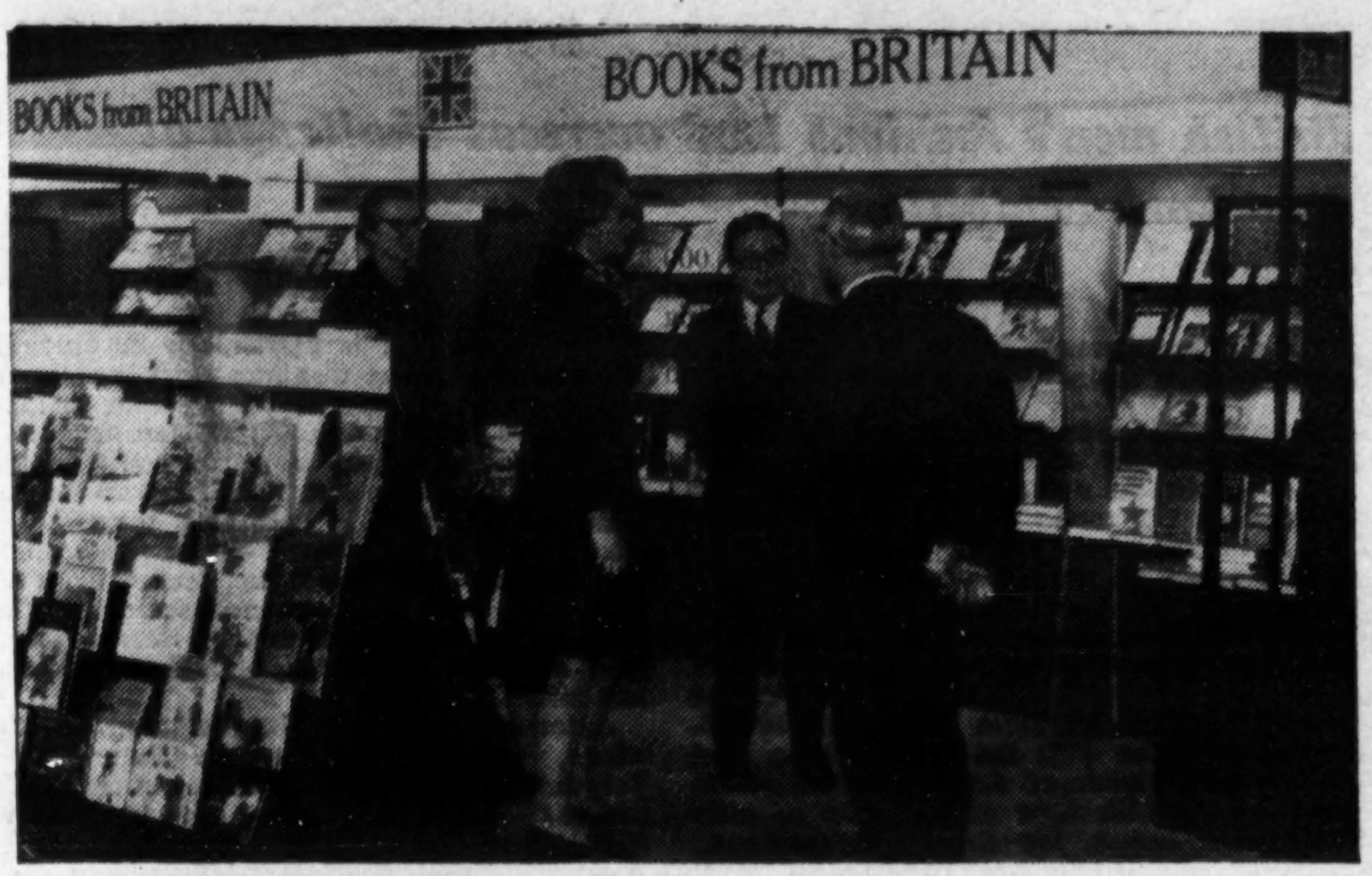
The British Pavilion, which also won the Gold Medal for General Excellence, was designed and managed by the Central Office of Information. Its theme was 'Britain Brightens the Home'. It featured a display of consumer durables, ranging from motor cycles to bone china, and 44 British firms were represented, participating in a joint venture sponsored by the Board of Trade and the Consumer Durables Group of the British National Export Council.

The Rand Easter Show is claimed to be the world's second largest agricultural event.





High fashion lines displayed by British exhibitors at the National Association of Men's Sportswear Buyers Fall Show, New York, were again the major overseas attraction at the show. Picture on the left shows Mr. G. Moss (left), managing director of Fanox Primefit Shirts Ltd., convincing a prospective buyer of the qualities of his modern patterned shirts. Right: Importers and retail buyers who flocked to buy British merchandise wore clothes in as youthful and fashionable a style as those they were ordering.



'Books from Britain' made an attractive display at the Brussels Book Fair.

Brussels Book Fair aims at the man in the street

A report from the British Embassy, Brussels

BEFORE the 1st International Brussels Book Fair had closed its doors in March 1969, the organizers had booked double the space for the 1970 fair. Their optimism has been justified, for the 2nd International Brussels Book Fair held in the Centre Rogier in the heart of downtown Brussels from March 14-22 was an undoubted success. On show were over 100,000 books, produced by over 1,000 publishers from 30 countries. The British stand, bigger than last year, was managed once again by W. H. Smith & Co., who have a bookshop in Brussels, and displayed over 2,000 titles from 78 publishers. In addition, the British Publishers' Association was represented by a small stand adjacent to the British stand where visiting British publishers could meet their Belgian buyers or other European publishers.

The Brussels Book Fair is unique in that it is directed at both the general public and the book trade. The general public is attracted both because of the number of books on display, some being from publishers not normally seen in Brussels, and also because the books are for direct sale from the stands. Even should the final figures for direct sale not prove to be very high, the organizers are convinced that many of the 91,000 visitors (a 50 per cent increase on the 1969 figure) will have become more book-minded as a result of their visit to the fair. The fair can thus be seen as a general propaganda effort to make the average Belgian more book-minded. (In this respect it is interesting to note that a recent survey showed that 52 per cent of Belgians never buy a book.)

The fair also caters to the professional requirements of the publishers, for whom two mornings were set aside to enable them to get together. Many publishers also took the opportunity to renew acquaintance with Belgian booksellers and to find out problems and prospects at first hand. Although the fair has this professional angle, the organizers are at pains to point out that they do not see the Brussels fair as a competitor with Frankfurt but rather as complementary to it.

As a national book fair devoted to the Belgian buying public, the 1970 Fair can be judged a success and can be firmly included in the future calendar of trade fairs in Belgium.

Joint venture of 23 toy manufacturers in New York

A report from the British Trade Development Office, New York

TWENTY-SIX British toy manufacturers, sponsored by the British Toy Manufacturers Association and the Board of Trade, took part in a joint venture at the International Toy Fair in New York's Hilton Hotel from March 1-4. It was the fourth successive annual participation in this important event, and the British group made an impressive and effective presentation.

As opposed to last year, when the show was held two weeks after the American Toy Fair (which is restricted to domestic manufacturers) closed its doors, the attendance was up some 20 per cent to a total of 6,880 registered visitors. The number of exhibitors totalled 354, which was also reported to be an increase of 20 per cent over last year; (the tally includes the number of separate companies represented in the national collective displays). All British exhibitors reported a satisfactory show. For the 'old hands' it was a matter of cementing existing connections, supporting their representatives' selling efforts in America with public relations work and the display of new items. The 10 newcomers to the market all reported satisfactory initial orders and an invaluable opportunity to conduct first-hand research on how the American toy market differs from that at home.

British products on display emphasized such traditional children's items as huggable teddy bears, books of fairy and animal stories where the illustrations accompanying them are pleasant and realistic, and building kits that start at the kindergarten age and go on up to the 'teen-age' group. Miniature cars still hold a leading place of interest and this year were accompanied by such new vehicles as bobsleds.

The next International Toy Fair will be held from March 7-10, 1971, again at the New York Hilton Hotel (see picture page 969).

SIMA mounts second major exhibition in Bucharest

by D. Reed, Second Secretary (Commercial) British Embassy, Bucharest

A VERY successful exhibition was held in Bucharest from March 16 to 21, organized by the Scientific Instrument Manufacturers Association of Great Britain (SIMA) with Board of Trade assistance. This was the second major exhibition to be mounted in Bucharest by SIMA, the first having been held in 1965.

At the opening ceremony the British Ambassador, Mr. D. S. Laskey, stressed the growing importance of trade and technical co-operation between Rumania and the United Kingdom. Mr. R. H. C. Foxwell, president of SIMA, and Dr. P. Bray, chairman of the exhibition, then accompanied their guests on a tour of the 23 stands.

Senior Rumanian guests included Mr. C. Mihulecea, Deputy Minister for the Machine Building Industry, Mr. M. Badica, Secretary-General from the Ministry of Foreign Trade, Mr. H. Zambeti, vice-president of the Chamber of Commerce, and Mr. Dan Gheorghiu, president of the British Section of the Chamber of Commerce. Many senior Rumanian officials visited the exhibition during the week, including Mr. Victor Ionescu, president of the Chamber of Commerce, and Mr. V. Ungureanu, scientific adviser to the National Council of Scientific Research.

A wide range of scientific instruments was displayed covering the fields of data processing, process control, medical and test equipment, and electronic components. Invitations to visit the exhibition were addressed to engineers, scientists, doctors and officials in the state trading enterprises. There was an excellent response and it was estimated that over 3,000 visitors attended.

Exhibitors reported receiving many serious inquiries and were pleased with the opportunity to make contact with many Rumanian 'end-users'. Some of the exhibiting companies plan to return to Bucharest for the International Fair in October this year, and the president, Mr. Foxwell, expressed the hope that another specialized exhibition of scientific, electronic and measuring instruments would be mounted within the next two years.

Visitors to the SIMA exhibition in Bucharest included, left to right foreground: Mr. C. Mihulecea, Deputy Minister for the Machine Building Industry; Mr. M. Badica, Secretary-General, Rumanian Ministry of Foreign Trade; and Mr. D. S. Laskey, British Ambassador to Rumania.

Exhibitors report . . .

Below are extracts from recent press announcements by United Kingdom firms who find that participation in trade fairs and similar promotions is good for export.

British axles for continental trailers

AT THE International Exhibition of Commercial Vehicles in Amsterdam, opening on February 5, Rubery Owen-Rockwell Ltd. will be exhibiting trailer axles. They will show an axle entirely new to the Benelux countries, the TM series, specified in metric standard throughout. This axle is aimed at continental and international carriers, and is available at option with Volvo or metric types of stud fixing. Also offered is the Dauerbremse brake drum, complying with the German official fade test requirements.

For the first time at Amsterdam, Rubery Owen-Rockwell are showing the Rockwell/Dunlop 'Stabilair' suspension for semi-trailers fitted to a twin axle, as well as various other suspensions including the prototype of a new 'T series International' model with a modified equalizer giving improved oscillation and easier accessibility.

Also shown for the first time is the Rockwell/Centrax 'Stopmaster' brake, fitted to another TM series axle.

The **British Van Heusen Co.** will devote their stand space mainly to promoting two ranges: the Van Heusen Hugger, a body-hugging shirt, highly styled in a variety of fabrics and patterns; and a collection of elegant dress shirts, featuring ruffled, pleated and embroidered fronts.

The display by **Edward R. Buck** will cover new numbers in swimwear, tennis shirts with the 'Buck' motif, cricket outfits and leisure wear lightweight jackets, and a comprehensive range of school activity outfits. There will also be a range of athletic outfits including new numbers in track suits, in fact a range of 1970 designed garments to cover the whole field of sport and outdoor activities.

Carston Shirts will be launching their collection of 1970 evening shirts. Fifteen different designs have been created by the imaginative use of fronts embellished with frills, pleats and embroidery. Most of these shirts are produced from easy-care cotton voile. Although white predominates, many designs are being offered in a choice of fashionable colours.

Courtaulds Ltd. will be showing viscose fibres, especially Vincel and Sarille, in a wide range of garments and fabrics illustrating the versatility of these modified viscose fibres. Of particular interest are Vincel/polyester and Vincel/cotton shirtings and rainwear, Sarille/polyester and Sarille/wool trouserings and suitings, plus the latest development fabrics. The latest development in Celon shirts, pyjamas and leisurewear using deep dyed yarns will also be on view. An interesting feature is the application of overloop fabrics in these fields, giving colour and superb handle.

The new range of top coats and car coats from the **E. R. Hammersley** range has a luxurious new look presenting dashing styles and colours. Elegance of line in top coats and masculine snug pile fabrics in car coats are coupled with the richness of home spun tweeds.

Honorbilt Ltd. are featuring 'a new conception' in men's fashion sports trousers, in cloths designed specifically for Honorbilt. The Woolmark and Terylene symbols will be very much in evidence, say the company.

Computer system sell at Leipzig

TWO ORDERS for GEC-Elliott Automation on-line control computer system were announced at the Leipzig Fair (March 1 to 10).

A MARCH 9050 on-line computer system, the second computer to be supplied to the Soviet Union to control a plant of this type, has been placed with AEI-Elliott Process Automation – part of GEC-Elliott Automation. The £100,000 computer system has been ordered by Snam Progetti of Italy to control a gas fractionating plant they are supplying to the USSR.

The second order is from Humphreys and Glasgow Ltd. for an ARCH 2030 system from AEI-Elliott Process Automation for data logging and control of ammonia production for plant being built at Varna, Bulgaria. The Process models were developed by the Computer Control Group of Humphreys and Glasgow Ltd., who also specified a generalized control package. This is the fifth computer order placed with GEC-Elliott Automation companies for installation on Humphreys and Glasgow plants in Eastern Europe.

Beverley equipment at Leipzig

PURSUING their policy of increasing the company's trade with Eastern European countries, Beverley Chemical Engineering Co. Ltd. exhibited for the first time at the Leipzig Fair. Their exhibits included the Hi-Temp pump and a range of larger fluid heat units which, together with other British exhibits, were shown on the Humphreys and Glasgow stand.

The success of the Leipzig operation for Beverley Chemical Engineering is reflected in the larger numbers of inquiries from Eastern Europe – notably Czechoslovakia and East Germany, through its principal trading organization, Chemie Anlagen. Interest in both Hi-Temp pumps and fluid heat units was keen and the company are confident that by the time that they return to Leipzig for next year's spring fair much of this interest will have been turned into firm inquiries leading to an eventual increase in Beverley's export orders.

Cologne Hardware Fair a 'must'

BRITISH TOOL manufacturers hoping to break into the tough Common Market must exhibit at the Cologne Hardware Fair. That's the view of Peter Joyce, an export executive with Riveting Systems Ltd., Todmorden, Lancs., manufacturers of the King Klik range of hand riveting tools. The company was greatly assisted by its participation in a joint venture sponsored by the Board of Trade and the Federation of British Hand-Tool Manufacturers.

Mr. Joyce, who was in charge of the King Klik stand at Cologne, says: 'We went with the objective of finding distributors in Germany, Italy and Spain, and we have almost certainly attained all three. We have already tied up a German distributorship and indeed the first consignment of 2½ tons of riveting tools is now on its way. In Italy we have a short list of three top distributors all eager to handle King Klik tools.

'Spain is a problem because of import retrictions but we feel fairly certain that we will get over this very soon. I'm sure that by going to Cologne we have probably saved months and months of searching for the right distributors in these countries.'

As a bonus Mr. Joyce also met and had preliminary talks with an Austrian export house who sell tools in Yugoslavia, an area in which King Klik have no organization. This firm hopes to begin selling King Klik tools in Yugoslavia very soon. In addition Mr. Joyce and Mr. Ken Schofield, his colleague on the stand, made useful contacts with people from all over Europe, Canada and even Morocco.

Laughton & Sons Ltd. will display a comprehensive selection of the 1970 range of Stratton men's jewellery, including cuff links, tie retainers, tie tacks and gift sets, in a variety of finishes and designs. There are numerous additions to the range this year and the presentation has been improved.

A humming top exhibited by Chad Valley Co., at the International Toy Fair in New York, was one of the British toys which appealed to Mrs. Wolf, a Washington buyer. Discussing prices and delivery with Mrs. Wolf is the firm's representative, Mr. George Parsons.

Seen leaving East Midlands Airport, Castle Donington, for France and top-level discussions with the Provoust Group, one of Europe's largest textile organizations, are three directors of William Cotton Ltd., the Loughborough-based hosiery machinery builders, a company which has in three successive years won the Queen's Award to Industry for export achievement. They are left to right: Mr. Derek Buswell, sales director, Mr. Henry Adam assistant managing director and Mr. J. R. Duff, executive vice-chairman.

Changes in the Programme of Trade Promotions and in the Classified lists of Trade Fairs and Exhibitions throughout the world (published on March 11, 1970)

SECTION I

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE

Further details about an event may be obtained from the Officer named (Tel. 01-248 5757). Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section I (Tel. 01-248 5757, Ext. 7200).

(a) GENERAL

DELETE - 1970

Bilbao: INTERNATIONAL TRADE FAIR - July 1-12, 1970

Amendments - 1970

Milan: INTERNATIONAL SAMPLES FAIR - April 14-25, 1970
This entry should be amended to read:
(1) A joint venture of jewellery firms sponsored by the London Chamber of Commerce.
(2) An official information stand.
(Miss F. King, Ext. 7092)

Zagreb: INTERNATIONAL SPRING FAIR - April 18-26, 1970
This entry should be amended to read:
INTERNATIONAL SPRING FAIR - April 18-26, 1970
Joint venture with the Federation of Manufacturers of Construction Equipment.
(B. L. Banks, Ext. 7213)

Helsinki: INTERNATIONAL TRADE FAIR - September 17-27, 1970
Delete: (v) British Stationery and Office Equipment Association.

ADDITIONS - 1970

Padua: INTERNATIONAL SAMPLES FAIR - May 27-June 7, 1970
An official information stand.
(Miss F. King, Ext. 7092)

Bari: INTERNATIONAL LEVANT FAIR - September 10-23, 1970
An official information stand.
(Miss F. King, Ext. 7092)

ADDITIONS - 1971

Budapest: INTERNATIONAL TRADE FAIR - May 21-31, 1971
The Board of Trade may organize a British Pavilion at this event.
(J. R. Schaffer, Ext. 7246)

Gothenburg: INTERNATIONAL SWEDISH TRADE FAIR - May, 1971
Possible joint venture with the appropriate trade association. Firms interested in participation should contact their associations.
(Miss J. M. Coker, Ext. 308)

Plovdiv: INTERNATIONAL FAIR - September, 1971
The Board of Trade may organize a British Pavilion at this event.
(J. R. Schaffer, Ext. 7246)

(b) SPECIALIZED

DELETE - 1970

Johannesburg: FOUNDING AND WELDING '70 - May 25-30, 1970

San Francisco: WESTERN NATIONAL RESTUARANT CONVENTION AND EXPOSITION - September 13-16, 1970

Chicago: PREMIUM SHOW - September 14-17, 1970

Johannesburg: TEXTILE '70 - September 26-October 3, 1970

AMENDMENTS - 1970

Belgrade: INTERNATIONAL FAIR OF ENGINES AND MOTOR VEHICLES - April 17-26, 1970
This entry should be amended to read:
INTERNATONAL FAIR OF ENGINES AND MOTOR VEHICLES - April 17-26
A joint venture with the Society of Motor Manufacturers and Traders. Firms interested in participation should contact the Society.
(B. L. Banks, Ext. 7213)

Novi-Sad: INTERNATIONAL AGRICULTURAL FAIR - May 8-18, 1970
This entry should be amended to read:
A joint venture with the Agricultural Engineers Association.
(B. L. Banks, Ext. 7213)

Chicago: DESIGN ENGINEERING WEEK - May 11-14, 1970
Joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
This entry should be amended to read:

Chicago: DESIGN ENGINEERING WEEK - May 11-14, 1970
Joint venture with the London Chamber of Commerce.
(P. J. Dring, Ext. 7097)

Cleveland: MINING CONGRESS AND COAL SHOW - May 11-14, 1970
A joint venture with the Association of British Mining Equipment Exporters. Firms interested in participation should contact their association.
P. J. Dring, Ext. 7097)
This entry should be amended to read:
A Joint Venture with the Association of British Mining Equipment Exporters.
(P. J. Dring, Ext. 7097)

Johannesburg: HOTEL AND CATERING EXHIBITION - May 11-14, 1970
This entry should be amended to read:
A joint venture with the London Chamber of Commerce.
(K. R. Timmins, Ext. 7104)

New York: INTERNATIONAL LEATHER GOODS SHOW - May 12-14, 1970
This entry should be amended to read:
A joint venture with the British Leathergoods Manufacturers Association.
(H. Gladwell, Ext. 318)

Chicago: NATIONAL RESTAURANT CONVENTION AND EXHIBITION - May 24-28, 1970
The dates should be amended to read: May 23-27, 1970

Johannesburg: FOUNDING AND WELDING EXHIBITION - May 25-30, 1970
This entry should be amended to read:
There will be no joint venture at this event.
(K. R. Timmins, Ext. 7104)

Athens: INTERNATIONAL SHIPPING EXHIBITION - Posidonia '70 June 1-7, 1970
This entry should be amended to read:
A joint venture with the Shipbuilders and Repairers National Association.
(K. R. Timmins, Ext. 7104)

Jonkoping: EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA) June 4-9, 1970
This entry should be amended to read:
EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA) – June 4-9, 1970
A joint venture with the British Agricultural Export Council.
(Miss J. M. Coker, Ext. 308)

Turin: INTERNATIONAL AEROSPACE SHOW – June 5-14, 1970
This entry should be amended to read:
A joint venture with the Society of British Aerospace Companies.
(Miss F. King, Ext. 7092)

Johannesburg: SOUTH AFRICAN BUILDING EXHIBITION – August 5-13, 1970
This entry should be amended to read:
A joint venture with the Building Materials Export Group.
(K. R. Timmins, Ext. 7104)

Los Angeles: PACIFIC JEWELLERY SHOW – August 23-25, 1970
This entry should be amended to read:
A joint venture with the British Jewellery and Giftware Federation Limited.
The dates should be amended to read: August 16-18, 1970
(C. J. Mather, Ext. 265)

Stockholm: AIDS TO NAVIGATION EQUIPMENT EXHIBITION – June 15-17, 1970
This entry should be amended to read:
AIDS TO NAVIGATIONAL EQUIPMENT EXHIBITION (PHAROS '70) – June 15-17, 1970
A joint venture with Trinity House.
(Miss J. M. Coker, Ext. 308)

New York: FANCY FOOD SHOW – August 9-12, 1970
The dates should be amended to read: August 29 – September 2, 1970
(H. Gladwell, Ext. 318)

Los Angeles: WESTERN ELECTRONIC SHOW AND CONVENTION (WESCON) – August 25-28, 1970
This entry should be amended to read:
A joint venture with the Electronic Engineering Association.
(C. J. Mather, Ext. 265)

Vienna: INTERNATIONAL AUTUMN TRADE FAIR – September 6-13, 1970
This entry should be amended to read:
There will be no joint venture at this event.
(K. R. Timmins, Ext. 7104)

Cologne: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR – September 11-13, 1970
This entry should be amended to read:
Joint ventures with:
(i) British Artmetal Manufacturers Export Group,
(ii) Federation of British Horticultural Exporters.
Possible joint venture with Association of Manufacturers of Domestic Electrical Appliances.
Firms interested in participation should contact their Association.
(S. Bickel, Ext. 7216)

Turin: INTERNATIONAL FASHION TRADE FAIR (SAMIA) – September 11-14, 1970
This entry should be amended to read:
A joint venture with the Clothing Export Council.
Firms interested in participation should contact the Council.
(Miss F. King, Ext. 7092)

Dublin: COMMERCIAL PRODUCTIVITY EXHIBITION – September 15-19, 1970
This entry should be amended to read:
COMMERCIAL PRODUCTIVITY EXHIBITION – COMPEX '70
A possible joint venture with the appropriate trade associations.
(K. R. Timmins, Ext. 7104)

Detroit: MARINE TRADES EXHIBIT AND CONFERENCE – September 25-28, 1970
Probable joint venture with the Ship and Boat Builders National Federation.
This entry should be amended to read:
Joint venture with the Ship and Boat Builders Federation.

Stockholm: CARPET EXHIBITION (GOLVEX) – September 1970
This entry should be amended to read:
CARPET EXHIBITION (GOLVEX) – August 27-30, 1970
A joint venture with the Federation of British Carpet Manufacturers.
Firms interested in participation should contact the Federation.
(Miss J. M. Coker, Ext. 308)

Santa Cruz (Bolivia): AGRICULTURAL, ANIMAL, INDUSTRIAL AND COMMERCIAL EXHIBITION – September 1970
This entry should be amended to read:
An official information stand.
(Miss F. King, Ext. 7092)

Cleveland: MATERIALS ENGINEERING EXPO – October 9-22, 1970
Dates should read: October 19-22, 1970
(P. J. Dring, Ext. 7097)

Stockholm: TECHNICAL FAIR – October 9-15, 1970
This entry should be amended to read:
TECHNICAL FAIR – October 9-15, 1970
Joint ventures with the London Chamber of Commerce and the Building Materials Export Group.
Firms interested in participation should contact either the Council or the Export Group.
(Miss J. M. Coker, Ext. 308)

New York: NATIONAL HARDWARE SHOW – October 12-15, 1970
This entry should be amended to read:
A joint venture with the Federation of British Horticultural Exporters.
(H. Gladwell, Ext. 318)

Gothenburg: 3RD INTERNATIONAL PACKAGING EXHIBITION (SCANPACK) – October 15-21, 1970
This entry should be amended to read:
3RD INTERNATIONAL PACKAGING EXHIBITION (SCANPACK) – October 15-21, 1970
A joint venture with the Institute of Packaging.
(Miss J. M. Coker, Ext. 308)

Cologne: INTERNATIONAL TRADE FAIR OF SPORTS GOODS, CAMPING EQUIPMENT AND GARDEN FURNITURE (SPOGA) – October 25-27, 1970
This entry should be amended to read:
Probable joint ventures with:
(i) Federation of British Manufacturers of Sports and Games.
(ii) Camping Trade Association of Great Britain.
Firms interested in participation should contact their Association.
(S. Bickel, Ext. 7216)

Gothenburg: HOTEL AND RESTAURANT EXHIBITION (INTERREST '70) – November 2-6, 1970
This entry should be amended to read:
HOTEL AND RESTAURANT EXHIBITION (INTEREST '70) – November 2-6, 1970
A joint venture with the London Chamber of Commerce.
(Miss J. M. Coker, Ext. 308)

New York: INTERNATIONAL HOME FURNISHINGS SHOW – November 9-13, 1970
The dates should be amended to read: January 10-14, 1971
A joint venture with the British Furniture Manufacturers Export Club.
(H. Gladwell, Ext. 318)

Johannesburg: MACHINE TOOLS AND MECHANICAL ENGINEERING EXHIBITION – November 26-30, 1970
The dates should be amended to read:
November 23-28, 1970.
(K. R. Timmins, Ext. 7104)

ADDITIONS – 1970

Dublin: WORLD FISHING EXHIBITION – March 24-30, 1970
A possible joint venture with the appropriate trade association.
(K. R. Timmins, Ext. 7104)

Bologna: INTERNATIONAL PERFUMERY AND COSMETICS EXHIBITION – April 28-May 3, 1970
A joint venture with the City of Westminster Chamber of Commerce.
(Miss F. King, Ext. 7092)

(Continued on next page)

Los Angeles: DISPLAY OF BRITISH WOMENSWEAR – September 15-19, 1970
A probable joint venture with the Clothing Export Council.
(C. J. Mather, Ext. 265)

New York: ELECTRO OPTICAL SYSTEMS DESIGN CONFERENCE – September 16-18, 1970
A probable joint venture with the Scientific Instruments Research Association.
(H. Gladwell, Ext. 318)

San Francisco: DISPLAY OF BRITISH WOMENSWEAR – September 21-26, 1970
A probable joint venture with the Clothing Export Council.
(C. J. Mather, Ext. 265)

Milan: INTERNATIONAL OFFICE MACHINERY AND EQUIPMENT EXHIBITION (SMAU) – September 22-27, 1970
A joint venture with the Business Equipment Trade Association.
Firms interested in participation should contact the Association.
(Miss F. King, Ext. 7092)

Tokyo: INTERNATIONAL PACKAGING EXHIBITION – September 22-28, 1970
A joint venture with the Institute of Packaging.
(Mrs. I. M. Janzen, Ext. 7093)

Ljubljana: XVII INTERNATIONAL MODERN ELECTRONICS EXHIBITION – October 6-11, 1970
A possible joint venture with the appropriate trade association.
Firms interested in participation should contact the association.
(B. L. Banks, Ext. 7213)

New York: RETAIL TOBACCO DEALERS INC CONVENTION – October 15-17, 1970
A possible joint venture with an appropriate trade association or Chamber of Commerce.
(H. Gladwell, Ext. 318)

New York: ANNUAL MEETING OF AMERICAN SOCIETY OF ANESTHIOLOGISTS – October 19-21, 1970
A possible joint venture with the British Surgical Export Group.
Firms interested in participation should contact the group.
(H. Gladwell, Ext. 318)

Boston: PAINT SHOW – October 25-28, 1970
A possible joint venture with the London Chamber of Commerce.
(Miss G. Adams, Ext. 7204)

Philadelphia: INSTRUMENT SOCIETY OF AMERICA SHOW – October 26-29, 1970
A possible joint venture with the London Chamber of Commerce.
(Miss G. Adams, Ext. 7204)

San Francisco: WESTERN PLANT ENGINEERING AND MAINTENANCE SHOW – November 3-5, 1970
A possible joint venture with the appropriate trade association.
Firms interested in participation should contact their associations.
(C. J. Mather, Ext. 265)

Chicago: AUTOMOTIVE PARTS AND ACCESSORIES ASSOCIATION SHOW – November 7-11, 1970
A probable joint venture with the Society of Motor Manufacturers and Traders.
Firms interested in participation should contact the Society.
(P. J. Dring, Ext. 7097)

Vienna: INTERNATIONAL EXHIBITION OF VENDING MACHINERY AND INTERNATIONAL CONGRESS OF VIENNA (INCOMAT) – November 16-19, 1970.
A possible joint venture with the appropriate trade association.
(K. R. Timmins, Ext. 7104)

Houston: FALL JOINT COMPUTER CONFERENCE – November 16-18, 1970
A possible joint adventure with the Business Equipment Trades Association.
(Miss G. Adams, Ext. 7204)

Sao Paolo: DISPLAY OF SCIENTIFIC INSTRUMENTS – November 24-December 1, 1970
A joint venture with the Scientific Instrument Manufacturers Association.
Firms interested in participation should contact the Association.
(Miss F. King, Ext. 7092)

Mexico City: DISPLAY OF BRITISH PAPERBACK BOOKS – November 1970
A joint venture with the Publishers Association.
Firms interested in participation should contact the Association.
(Miss F. King, Ext. 7092)

Chicago: NATIONAL ELECTRONICS CONFERENCE AND EXHIBITION – December 5-7, 1970
A possible joint venture with the appropriate trade association.
Firms interested in participation should contact their association.
(P. J. Dring, Ext. 7097)

Paris: INTERNATIONAL LAUNDRY AND DRY CLEANING EXHIBITION – December 5-14, 1970
A joint venture with the Society of Laundry Engineers and Allied Trades Ltd.
(Miss D. M. Wilmot, Ext. 7211)

AMENDMENTS – 1971

Frankfurt: INTERNATIONAL TRADE FAIR (SPRING) – February 1971
The dates should be amended to read:
February 28-March 4, 1971.

Frankfurt: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – May 1971
The dates should be amended to read:
May 24-27, 1971.

Frankfurt: INTERNATIONAL BOOK FAIR – September/October 1971
Dates should be amended to read:
October 14-19, 1971

Frankfurt: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – November 1971
Dates should be amended to read:
November 23-26, 1971

Chicago: NATIONAL PLASTICS EXPOSITION – November 1971
Dates should be amended to read:
October 31-November 5, 1971

Basle: INTERNATIONAL HOTEL AND CATERING EXHIBITION (IGEHO) – November 1971
Dates should be amended to read:
November 17-23, 1971

ADDITIONS – 1971

Detroit: 'SAE' AUTOMOTIVE ENGINEERING EXPO AND CONGRESS – January 11-15, 1971
A possible joint venture with the Society of Motor Manufacturers and Traders.
Firms interested in participation should contact the Society.
(P. J. Dring, Ext. 7097)

Toronto: FLOOR COVERING SHOW – January 11-16, 1971
A possible joint venture with the British Carpets Export Promotion Council.
(Miss G. Adams, Ext. 7204)

Toronto: CANADIAN FARM AND INDUSTRIAL EQUIPMENT SHOW – January 27-30, 1971
A possible joint venture with the Agricultural Engineers Association.
(Miss G. Adams, Ext. 7204)

Paris: CARPET AND FLOOR COVERING EXHIBITION – January 1971
A possible joint venture with British Carpet Manufacturers Federation.
(Miss D. M. Wilmot, Ext. 7211)

Gothenburg: SCANDINAVIAN LIGHTING FAIR – January 1971
A possible joint venture with the appropriate trade association.
Firms interested in participation should contact their association.
(Miss J. M. Coker, Ext. 308)

Toronto: CANADIAN HARDWARE SHOW – February 1971
A possible joint venture with the Harware Manufacturers Association.
(Miss G. Adams, Ext. 7204)

Malmo: MOTOR SHOW – February 1971
A possible joint venture with the Society of Motor Manufacturers and Traders.
Firms interested in participation should contact the Society.
(Miss J. M. Coker, Ext. 308)

Copenhagen: INTERNATIONAL MEN'S FASHION FAIR – February 1971
The Board of Trade will be considering joint ventures with the appropriate trade associations.
Firms interested in participation should contact their association.
(R. J. Ager, Ext. 7205)

Paris: EUROPEAN MENSWEAR EXHIBITION – February/March 1971
The Board of Trade will be considering joint ventures with appropriate Trade Associations.
(Miss D. M. Wilmot, Ext. 7211)

Paris: KNITTING INDUSTRIES EXHIBITION – February/March 1971
A probable joint venture with British Hosiery and Knitwear Export Group.
(Miss D. M. Wilmot, Ext. 7211)

Basle: INTERNATIONAL FAIR FOR MEDICAL ELECTRONICS AND BIO ENGINEERING (MEDEX) – March 9-13, 1971
Possible joint ventures with appropriate trade associations.
Firms interested in participation should contact their association.
(T. E. Kerfoot, Ext. 7011)

Paris: INTERNATIONAL AGRICULTURAL MACHINERY EXHIBITION – March 1971
A possible joint venture with the Agricultural Engineers Association.
(Miss D. M. Wilmot, Ext. 7211)

Paris: INTERNATIONAL AGRICULTURAL EXHIBITION – March 1971
A possible joint venture with the British Agricultural Export Council.
(Miss D. M. Wilmot, Ext. 7211)

Stockholm: TRANSPORT EXHIBITION – April 19-24, 1971
A probable joint venture with the Birmingham Engineering and Building Centre.
Firms interested in participation should contact the Centre.
(Miss J. M. Coker, Ext. 308)

Zurich: INTERNATIONAL TRADE FAIR FOR HOSPITAL AND MEDICAL EQUIPMENT – May 5-9, 1971
Possible joint ventures with appropriate trade associations.
Firms interested in participation should contact their association.
(T. E. Kerfoot, Ext. 7011)

Novi-Sad: INTERNATIONAL AGRICULTURAL FAIR – May 1971
A possible joint venture with the Agricultural Engineers Association.
(B. L. Banks, Ext. 7213)

Helsinki: INTERNATIONAL HEATING, PLUMBING AND AIR CONDITIONING EXHIBITION – May 1971
A possible joint venture with appropriate trade associations.
(A. G. Pearson, Ext. 7207)

St. Gallen: INTERNATIONAL ANTIQUE REPRODUCTIONS EXHIBITION (KOPANTIQUA) – June 7-9, 1971
Possible joint ventures with appropriate trade associations.
Firms interested in participation should contact their association.
(T. E. Kerfoot, Ext. 7011)

Munich: 18TH INTERNATIONAL DENTAL EXHIBITION – June 18-23, 1971
A joint venture with the British Dental Trade Association.
Firms interested in participation should contact the Association.
(K. J. C. Edgington, Ext. 7201)

Jonkoping: EUROPEAN AGRICULTURAL AND INDUSTRIAL FAIR (ELMIA) – June 1971
A possible joint venture with the appropriate trade association.
Firms interested in participation should contact their associations.
(Miss J. M. Coker, Ext. 308)

Helsinki: SCANDINAVIAN BUILDING CONGRESS – June 1971
A possible joint venture with the Building Materials Export Group.
(A. G. Pearson, Ext. 7207)

Moscow: MTTA EXHIBITION 1971 – July 22-August 2, 1971
A joint venture with The Machine Tool Trades Association.
(J. R. Schaffer, Ext. 7246)

Ljubljana: INTERNATIONAL CONGRESS AND EXHIBITION OF INFORMATION PROCESSING – August 23-28, 1971
A possible joint venture with the Business Equipment Trades Association.
Firms interested in participation should contact the Association.
(B. L. Banks, Ext. 7213)

Stockholm: CARPET EXHIBITION (GOLVEX) – August 1971
A possible joint venture with the Federation of British Carpet Manufacturers.
Firms interested in participation should contact the Federation.
(Miss J. M. Coker, Ext. 308)

Detroit: IEEE CONFERENCE AND EXPO ON UNDERGROUND DISTRIBUTION – September 23-27, 1971
A possible joint venture with the British Electrical and Allied Manufacturers Association.
Firms interested in participation should contact the Association.
(P. J. Dring, Ext. 7097)

Helsinki: TV AND RADIO SHOW – September 1971
A possible joint venture with appropriate trade associations.
(A. G. Pearson, Ext. 7207)

Helsinki: INTERNATIONAL TRADE FAIR – September 1971
A possible joint venture with appropriate trade associations.
(A. G. Pearson, Ext. 7207)

Chicago: NATIONAL ELECTRONICS CONFERENCE AND EXHIBITION – October 4-6, 1971
A possible joint venture with the appropriate trade association.
Firms interested in participation should contact their association.
(P. J. Dring, Ext. 7097)

Malmo: 5TH INTERNATIONAL HOTEL AND RESTAURANT SHOW (RESTA V) – October 1971
A possible joint venture with the appropriate trade association.
Firms interested in participation should contact their associations.
(Miss J. M. Coker, Ext. 308)

Stockholm: TECHNICAL FAIR – October 1971
Possible joint ventures with appropriate trade associations.
Firms interested in participation should contact their associations.
(Miss. J. M. Coker, Ext. 308)

Helsinki: PHYSICIANS' DAYS – November 1971
A possible joint venture with the Association of British Pharmaceutical Industry.
(A. G. Pearson, Ext. 7207)

Copenhagen: INTERNATIONAL AGRICULTURAL MACHINERY FAIR (AGRIMA) – December 1971
The Board of Trade will be considering joint ventures with appropriate associations.
Firms interested in participation should contact their association.
(R. J. Ager, Ext. 7205)

ADDITIONS – 1972

Hanover: EUROPEAN EDUCATIONAL AIDS AND APPLIANCES FAIR (DIDACTA) – March 14-17, 1972
A probable joint venture with the Educational Equipment Association.
Firms interested in participation should contact the Association.
(K. J. C. Edgington, Ext. 7201)

Basle: INTERNATIONAL HARDWARE FAIR (INTERFEREX) – September 1972
Possible joint ventures with appropriate trade associations.
Firms interested in participation should contact their association.
(T. E. Kerfoot, Ext. 7011)

(Continued on next page)

Zurich: INTERNATIONAL HYDRAULICS AND PNEUMATICS EXHIBITION – November 1972
Possible joint ventures with appropriate trade associations. Firms interested in participation should contact their association.
(T. E. Kerfoot, Ext. 7011)

(c) BRITISH WEEKS AND STORE PROMOTIONS

AMENDMENT – 1970

Finland: 'BRITAIN IN FINLAND – 1970' TRADE DRIVE
This entry should be amended by adding:
The Kaisaniemankatu Street Association is also supporting the promotion. Shops in Kaisaniemankatu are mostly clothing and textile retailers.

ADDITIONS – 1970

Warren, Detroit: UNIVERSAL MALL SHOPPING CENTRE – September 9-20, 1970
This British promotion will feature general consumer goods. All enquiries should be made to Mr. Thomas C. Strauss, Promotional Director, Universal Mall Shopping Centre, 28582 Dequindre Road, Warren, Detroit, Michigan, U.S.A.
(P. J. Dring, Ext. 7097)

Austria: VILLACH AND KLAGENFURT SHOPPING WEEK – September 26-October 3, 1970
It is expected that about seventy shops and 10 department stores will take part in this combined shopping week. The promotion will feature consumer goods in general.
(K. R. Timmins, Ext. 7104)

West Africa: SOCIETE COMMERCIALE DE L'OUEST AFRICAIN – BRITISH FORTNIGHT – October 26-November 8, 1970
This promotion will take place in Niamey (Nigere), Lomé (Togo), Libreville (Gaben), Port Gentel (Gabon), Brazzaville (Congo), Bobo and Sioulasse (Upper Volta), Abidjan (Ivory Coast), Catonou (Dahomy), Zinder (Niger), Pointe Noire (Congo) and Bangui (Central African Republic). This promotion will feature consumer goods in general.
(I. F. Stephen, Ext 7168)

SEVENTY-FIVE-MILE JOURNEY

One of seven British Leyland Viking VK 41 buses operated by Mackenze Transport Services Ltd., of Georgetown, Guyana, SA. The bus was supplied through British Leyland distributor Bookers Garages Ltd., of Georgetown and was shipped out in completely knocked down (CKD) form for re-assembly in Guyana. It is fitted with a 'Superior' 5,000 series 44 seat body and operates between Georgetown and Mackenze on an uninterrupted 75-mile journey.

Mr. B. J. J. Pearsall, sales director, of Relite Electric Ltd. and leader of the Birmingham Chamber of Commerce trade mission which visited the Gulf States in February/March, and Mr. R. C. Pashley, managing director of W. R. Pashley Ltd., Stratford-on-Avon, at their meeting with the Ruler of Sharjah, Shaikh Khalid bin Mohamed Al Qasimi (right). With them is Sayad Mansour Sharaf, Commercial Officer of the Political Agency in Dubai.

USING EFTA

To inform the EFTA businessmen of his opportunities in the new free markets of EFTA, a 161-page book has been produced by the EFTA Secretariat in Geneva entitled 'Using EFTA'. This describes the conditions of each of the eight national markets and summarizes the procedures for claiming EFTA tariff treatment. Copies, together with other publications about EFTA (including the regular 'EFTA Bulletin'), are available free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).

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Amendments and Additions to Classified TRADE FAIRS AND EXHIBITIONS—SECTIONS II-IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists and dates, etc., may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation, but the Board of Trade, Trade Promotions Branch, Tower Block, Hillgate House, 26 Old Bailey, London, E.C.4, will be pleased to answer general inquiries. The telephone number of the Board of Trade is 01-248 5757, extensions:—

Eastern Europe including Eastern Germany, North Africa, Middle East	7246
Bonn, Cologne, Dortmund, Düsseldorf, Essen and Hamburg	225
Other towns in West Germany	7180
France, Denmark, Iceland and Norway	7205
Finland and Sweden	7207
South and Central America, Switzerland, Netherlands, Belgium, Luxembourg, Italy, Spain, Portugal, Austria, Irish Republic, Greece, Turkey, Cyprus, Malta and Africa	505
Australia, New Zealand, Asia	7099
United States; Mid West and West Coast only	265
Other towns in the United States, Canada, Caribbean	7094
United Kingdom	7109

Information can also be provided about other events, which owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

TRADE FAIRS AND EXHIBITIONS IN EUROPE – Section II

Delete—1970

LLUBLYANA: INTERNATIONAL WELDING EXHIBITION —April 8-12
Apply, Arpent, Hatfield Heath, Bishop Stortford, Hertfordshire (Tel. Hatfield Heath 315).

Amendment – 1970

BASLE: INTERNATIONAL HARDWARE FAIR, INTERFEREX – September 6-8
The address to apply to should be amended to read:
Apply, Interferex AG, Talstrasse 66, 8001, Zurich.

PRAGUE: NTERNATIONAL EXHIBITION OF HOUSEHEATING "HOUSEHEATING 70" – October 1970
This entry should be amended to read:

PRAGUE: INTERNATIONAL EXHIBITION OF HOUSEHEATING "HOUSEHEATING 71" – January 1971
Apply, Rapid Advertising Agency, Ulice 28 Rijna 13, Prague 1.

Additions – 1970

STUTTGART: THIRD GERMAN WEAPON FAIR – May 6-10
Apply, CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, EC4 (Tel. 01-236 0911).

BERLIN: INTERNATIONAL CRYOGENICS CONGRESS AND EXHIBITION - May 25-27
Apply, Dr. G. Klipping, Fritz-Haber Institut der Max-Planck Gesellschaft, Faradweg 4-6, 1 Berlin 33 (Dahlem).

LENINGRAD: MODERN EQUIPMENT FOR THE GLASS, BRICK AND CERAMIC MANUFACTURING INDUSTRIES – May 20-30
Apply, The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

NOVI-SAD: INTERNATIONAL FAIR OF HUNTING AND SPORTS EQUIPMENT – June 13-21
Apply, Arpent, Hatfield Heath, Bishop's Stortford, Hertfordshire (Tel. Hatfield Heath 315).

BRATISLAVA: SECOND INTERNATIONAL CHEMICAL EXHIBITION: "INCHEBA 70" – June 24-30
Apply, Dr. J. Minar, The Association of the Slovak Chemical Industry (Zdruzenie Slovenskeho Chemickeho Priemyslu) Drienova POB 197, Bratislava.

TALLIN: EQUIPMENT USED IN THE PRODUCTION OF JEWELLERY – July 14-24
Apply, The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

BUDAPEST: INTERNATIONAL AGRICULTURAL FAIR – August 28-September 20
Apply, HUNGEXPO, Hungarian Foreign Trade Office for Fairs and Publicity, Budapest XIV Varosliget.

KIEV: MECHANIZATION OF TECHNOLOGICAL PROCESSES FOR ANIMAL HUSBANDRY – September 10-24
Apply, The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

BUDAPEST: AUTUMN FAIR – September 11-21 (Consumer's Goods)
Apply, HUNGEXPO, Hungarian Foreign Trade Office for Fairs and Publicity, Budapest XIV Varosliget.

LJUBLJANA: GARDENING FAIR – September 18-23
Apply, Arpent, Corringales, Hatfield Heath, Bishop Stortford, Hertfordshire (Tel. Hatfield Heath 315).

INNSBRUCK: 38TH INNESBRUCK FAIR – September 19-27
Apply, Hugo Bachlechner, 4020 Linz a.d. Donau, Lustenauer Strasse 37.

MOSCOW: AUTOMATIC EQUIPMENT AND SYSTEMS FOR TRAFFIC CONTROL – September 25-October 6
Apply, The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

BUDAPEST: INTERNATIONAL EXHIBITION AND CONFERENCE "AUTOMATION '70" – September 28-October 3
Apply, HUNGEXPO Hungarian Foreign Trade Office for Fairs and Publicity, Budapest XIV Varosliget.

BRATISLAVA: INTERNATIONAL DANUBE 70 SURFACE – October 1-7
Made in Publicity, 92 Fleet Street, London, EC4.

BELGRADE: XI INTERNATIONAL CLOTHING FAIR "FASHION IN THE WORLD" (MODA U SVETA 1970) – October 2-11
Apply, Beogradski Sajam, Bulevar Vojvode Misica 14, PO Box 408, Belgrade.

LJUBLJANA: XVII INTERNATIONAL MODERN ELECTRONICS EXHIBITION – October 6-11
Apply, Arpent, Corringales, Hatfield Heath, Bishop Stortford, Hertfordshire (Tel. Hatfield Heath 315).

VIENNA: INTERNATIONAL EXHIBITION OF HOSPITAL AND MEDICAL EQUIPMENT – October 7-11
Apply, Sekretariat, Arbeitsgemeinschaft fur Fachausstellungen, Loquaiplatz 13, Vienna 6.

KISHINEV: EQUIPMENT FOR PROCESSING GRAPES AND FOR PRODUCTION JUICES AND EQUIPMENT FOR SOFT DRINKS INDUSTRY; EQUIPMENT FOR HORTICULTURE – October 9-21
Apply, The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

BUDAPEST: INTERNATIONAL SHOW FOR RADIO AND TELEVISION TECHNIQUES – October 10-18
Apply, HUNGEXPO, Hungarian Foreign Trade Office for Fairs and Publicity, Budapest XIV Varosliget.

PRAGUE: INTERNATIONAL EXHIBITION "ELEKTROTHERM" – October 12-20
Apply, Rapid Advertising Agency, Ulice 28, Rijna 13, Prague 1.

BUDAPEST: INTERNATIONAL SHOW "HUNGAROKORR'70" (CORROSION PROTECTION) – October 14-23
Apply, HUNGEXPO, Hungarian Foreign Trade Office for Fairs and Publicity, Budapest XIV Varosliget.

MOSCOW: MODERN MEANS OF MECHANIZATION AND AUTOMATION OF POSTAL COMMUNICATIONS –October 26-November 4
Apply, The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

MOSCOW: PROSTHETIC-ORTHOPAEDIC ARTICLES AND EQUIPMENT – October 26-November 4
Apply, The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

MOSCOW: MODERN GEOLOGICAL SURVEY EQUIPMENT AND INSTRUMENTS (INCLUDING MAGNOMETERS, RADIO-METRES, GRAVITY METERS) – October 26-November 4
Apply, The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

VIENNA: INTERNATIONAL EXHIBITION OF VENDING MACHINERY AND INTERNATIONAL CONGRESS OF VENDING MACHINERY MANUFACTURERS – November 13-17
Apply, Austrian Association of Vending Machine Traders, Brucknerstrasse 4/8, Vienna 4.

AMENDMENTS – 1971

FRANKFURT: INTERNATIONAL TRADE FAIR (SPRING) – February
Date should be amended to read:
February 28-March 4

(*Continued on next page*)

FRANKFURT: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – May
Date should be amended to read:
May 24-27

BASLE: INTERNATIONAL WATER, SEWAGE AND AIR PURIFICATION EXHIBITION (PRO AQUA) – May-June
The date should be amended to read:
June 8-12

FRANKFURT: INTERNATIONAL TRADE FAIR (AUTUMN) – August
Date should be amended to read:
August 29-September 1

FRANKFURT: INTERNATIONAL BOOK FAIR – September/October
Date should be amended to read:
October 14-19

FRANKFURT: INTERNATIONAL TEXTILES FOR CLOTHING EXHIBITION (INTERSTOFF) – November
Date should be amended to read:
November 23-26

BASLE: INTERNATIONAL EXHIBITION AND CONGRESS OF HOTEL AND CATERING EQUIPMENT – November
The date should be amended to read:
November 17-23

Additions – 1971

LJUBLJANA: "MODA 71" FASHION FAIR – January 15-24
Apply, Arpent, Corringales, Hatfield Corringales, Hatfield Heath, Bishop Stortford, Hertfordshire (Tel. Hatfield 315).

BASLE: INTERNATIONAL FAIR FOR MEDICAL ELECTRONICS AND BIOENGINEERING (MEDEX) – March 9-13
Apply, MEDEX 71, PO Box 21, CH 4000, Basle 21.

DUBLIN: WORLD FISHING EXHIBITION – March 24-30
Apply, Commercial Exhibitions Ltd., 28 Essex Street, London, WC2 (Tel. 353 6565).

MOSCOW: DOMESTIC EQUIPMENT FOR PASSENGER AIRCRAFT; MODERN GROUND PASSENGER SERVICES; EQUIPMENT FOR LOADING, UNLOADING AND TRANSPORTATION OF GOODS IN AIRPORTS – March-April
Apply, The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

GENOA: INTERNATIONAL FLOWER AND PLANT EXHIBITION (EUROFLORA) – April 17-25
Apply, Exhibitions and Trade Fairs Ltd., 10 Clifford Street, London, W1 (Tel. 01-734 0511).

ZAGREB: SPRING FAIR – April 18-26
(VARIOUS COMMODITY GROUP SECTIONS)
Apply, Exhibitions Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

ZURICH: INTERNATIONAL TRADE FAIR FOR HOSPITAL AND MEDICAL EQUIPMENT – May 5-9
Apply, Arbeitsgemeinschaft fur Fachmessen, Sekretariat Hofackerstrasse 36, 8032 Zurich.

BUDAPEST: INTERNATIONAL TRADE FAIR – May 21-23
Apply, HUNGEXPO, Hungarian Foreign Trade Office for Fairs and Publicity, Budapest XIV, Varosliget.

ST. GALLEN: INTERNATIONAL ANTIQUE REPRODUCTIONS EXHIBITION (KOPANTIQUA) – June 7-9
Apply, Hampshire House Ltd., 119-127 Marylebone Road, London, NW1 (Tel. 01-486 5081).

MUNICH: 18TH INTERNATIONAL DENTAL EXHIBITION – June 18-23
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

TIBILISI: EQUIPMENT FOR PRODUCING ILLUMINATED SIGNS (SUCH AS ARE USED IN ADVERTISEMENTS) AND EXAMPLES OF SUCH SIGNS – June
Apply, The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

MOSCOW: MTTA EXHIBITION 1971 – July 22-August 2
Apply, The Machine Tools Trades Association, 25-28 Buckingham Gate, London, SW1.

EREVAN: EQUIPMENT FOR UNDERGROUND TUNNELLING (INCLUDING EQUIPMENT FOR HYDRO-ELECTRIC SCHEMES, ETC.) – July
Apply, The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

MOSCOW: SCHERBINKA STATION (MOSCOW REGION) ROLLING STOCK – July
Apply, The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

MOSCOW: (ISMAILOVSKY PARK OR GORKI PARK) MODERN PARK AMUSEMENT EQUIPMENT AND THEATRE EQUIPMENT – July-August
Apply, The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

BUDAPEST: WORLD EXHIBITION OF HUNTING – August 27-September 30
Apply, Hungarian Foreign Trade Office for Fairs and Publicity, Budapest XIV, Varosliget.

LENINGRAD: FOUNDRY EQUIPMENT (FOR MASS PRODUCTION) – August
Apply, The USSR Chamber of Commerce, Department of International and Foreign Exhibitions, 1-a Sokolnicheski Val, Moscow.

BUDAPEST: AUTUMN FAIR (CONSUMER'S GOODS) – September 3-13
Apply, HUNEXPO, Hungarian Foreign Trade Office for Fairs and Publicity, Budapest XIV, Varosliget.

BASLE: INTERNATIONAL EXHIBITION OF LABORATORY, CHEMICAL ENGINEERING, MEASUREMENT AND AUTOMATION TECHNIQUES IN CHEMISTRY (ILMAC) – September 13-18
Apply, ILMAC 71, PO Box 21, CH 4000, Basle 21.

PLOVDIV: INTERNATIONAL FAIR – September
Apply, Plovdiv Fair Administration, 50 Lenin Boulevard, Plovdiv.

Delete—1972

ZURICH: OFFICE EQUIPMENT (BIENNIAL) EXHIBITION – September

ADDITIONS – 1972

STUTTGART: MOTOR-SPORT-HOBBY EXHIBITION – January 29-February 6
† Apply, CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, EC4 (Tel. 01-236 0911).

NUREMBERG: INTERNATIONAL TOY FAIR – February 5-11
* Apply, LEP Transport Ltd., Sunlight Wharf, Upper Thames Street, London, EC4 (Tel. 01-236 5050).

MUNICH: INTERNATIONAL TRADE EXHIBITION OF BUILDING MATERIALS, STRUCTURAL ELEMENTS AND INTERIOR FINISHING (BAU) – February 5-13
† Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W1 (Tel. 01-486 1951).

HANOVER: EUROPEAN EDUCATIONAL AIDS AND APPLIANCES FAIR (DIDACTA) – March 14-18
Apply, Schenkers Ltd., Royal London House, 13 Finsbury Square, London, EC2 (Tel. 01-628 7050).

STUTTGART: INTERNATIONAL TRADE FAIR FOR OIL AND GAS HEATING (INTHERM) – March 22-26
* Apply, CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, EC4 (Tel. 01-236 0911).

STUTTGART: INTERNATIONAL HOTEL AND RESTAURANT TRADE EXHIBITION (INTERGASTRA) – April 16-23
Apply, CES (Overseas) Ltd., Bridge House, 181 Queen Victoria Street, London, EC4 (Tel. 01-236 0911).

BASLE: INTERNATIONAL SURFACE TREATMENT EXHIBITION (SURFACE) – September 6-12
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W1 (Tel. 01-636 9325).

BASLE: INTERNATONAL HARDWARE FAIR (INTERFEREX) – September
Apply, Interferex AG, Talstrasse 66, 8001 Zurich.

BASLE: INTERNATIONAL FAIR FOR NUCLEAR INDUSTRIES (NUCLEX) – October 16-21
Apply, Secretary, Nuclex, PO Box 21, CH 4000, Basle 21.

ZURICH: INTERNATIONAL HYDRAULICS AND PNEUMATICS EXHIBITION – November
Apply, Trade and Technical Press Ltd., Crown House, Morden, Surrey (Tel. 01-540 3897).

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Section III

Delete – 1970

TRIPOLI: INTERNATIONAL TRADE FAIR – February 28-March 30

Additions – 1970

CAIRO: INTERNATIONAL FAIR FOR INDUSTRY – May 2-22
Apply, Ministry of Economy and Foreign Trade, General Organization for International Exhibitions and Fairs, Exhibition Ground, Guezira/Cairo.

ALGIERS: INTERNATIONAL TRADE FAIR – September
Apply, Ministry of Commerce, International Fair of Algiers, Algiers.

TOKYO: INTERNATIONAL GOOD LIVING SHOW – October 8-21
Apply, Tokyo International Trade Fair Management Office, 4-6-12, Harumi, Chuo-ku, Tokyo.

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM – Section IV

Amendments – 1970

LONDON: BIO-MEDICAL ENGINEERING EXHIBITION – September 15-18
The venue should be amended to read Olympia

LONDON: INTERNATIONAL POULTRY SHOW
The dates should be amended to read December 8-10.

Additions – 1970

MANCHESTER: BUSINESS EFFICIENCY EXHIBITION – June 1-5. At City Hall
† Apply, Business Equipment Trade Association, 109 Kingsway, London, WC2 (Tel. 01-405 6233).

LONDON: MICROFORUM INTERNATIONAL EXHIBITION – June 16-19. At Royal Lancaster Hotel
Apply, Business Equipment Trade Assoction, 109 Kingsway, London, WC2 (Tel. 01-405 6233).

LONDON: LONDON RADIO TRADE SHOW WEEK – August 23-27. At various London Hotels
Enquiries to Electrical and Radio Trading, Dorset House, Stamford Street, London, S.E.1 (Tel. 01-928 3333).

LONDON: WOODWORKING EQUIPMENT AND MATERIALS EXHIBITION – September 22-26. At Alexandra Palace
Apply, Westbourne Exhibitions Ltd., Crown House, London Road, Morden, Surrey (Tel. 01-540 1101).

FOLKESTONE: FIRE FIGHTING AND PREVENTION EXHIBITION – September 29-October 1. At Langhorn Gardens
* Apply, Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON: EXHIBITION OF SCIENCE AND TECHNOLOGY – October 6-10. At Olympia
Apply, R. W. Boardman (Exhibitions) Ltd., 8 Leicester Street, Leicester Square, London, WC2 (Tel. 01-437 0678).

LONDON: INTERNATIONAL AUDIO AND PHOTO CINE FAIR – October 16-21. At Olympia
* Apply, C. Rex-Hassan & Associates, 42 Manchester Street, London, WIM 5PE (Tel. 01-486 2080).

Additions – 1971

LONDON: CAMPING AND OUTDOOR LIFE EXHIBITION (COLEX) – January 6-16
* Apply, Trades Exhibitions Ltd., Exhibition House, Spring Street, London, W2 (Tel. 01-262 2886).

LONDON: NATIONAL VENDING EXHIBITION – January 12-15. At Grosvenor House
† Apply, Westbourne Exhibitions Ltd., Crown House, London Road, Morden, Surrey (Tel. 01-540 1101).

BLACKPOOL: INTERNATIONAL GIFT FAIR – January 31-February 4. At Winter Gardens
* Apply, Trade Promotion Services Ltd., 185/7 High Road, Chadwell Heath, Essex (Tel. 01-599 0175).

LONDON: FOOD PROCESSING, PACKAGING AND MACHINERY EXHIBITION (FOODPACK 71) – March 2-5. At Alexandra Palace
† Apply, BPS Exhibitions Ltd., 6 London Street, London, W2 (Tel. 01-723 6672/3).

LONDON: FASHION FAIR – THE MAKE-IT-YOURSELF EXHIBITION AND TRADE FAIR – March 15-20. At Earls Court
Apply Brintex Exhibitions Ltd., 3 Clements Inn, London, WC2 (Tel. 01-242 1200).

LONDON: ENGINEERING 71. *Comprising* ENGINEERING MATERIALS AND DESIGN EXHIBITION AND CONFERENCE; THE INTERNATIONAL WELDING EXHIBITION and THE LONDON INTERNATIONAL ENGINEERING AND MARINE EXHIBITION – April 21-29. At Olympia and Earls Court
Apply, Industrial and Trade Fairs Ltd., Commonwealth House, New Oxford Street, London, WC1 (Tel. 01-242 9011).

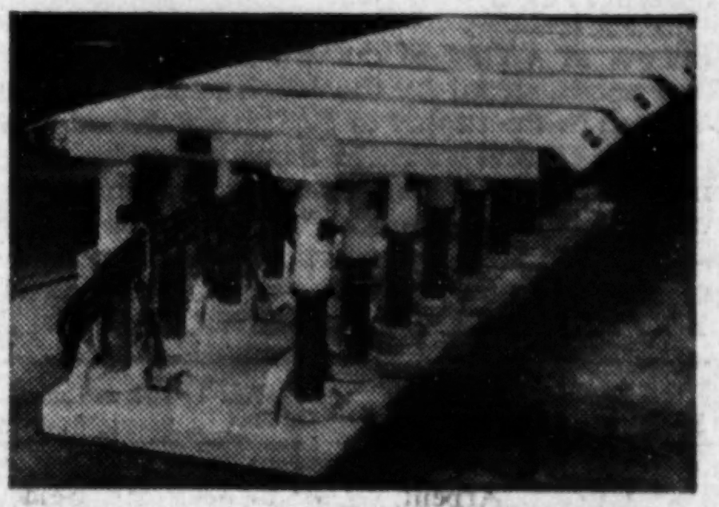
BIRMINGHAM: FOUNDRY EXHIBITION – May 18-26. At Bingley Hall
† Apply, Industrial Presentation Ltd., 28 Essex Street, Strand, London, WC2 (Tel. 01-353 6565).

LONDON: DUST CONTROL AND AIR CLEANING EXHIBITION AND CONFERENCE – September 28-October 1. At Olympia
† Apply, Technology Exhibitions Ltd., 1 Katherine Street, Croydon, CR9 ILB (Tel. 01-686 6339).

LONDON: INTERNATIONAL SCREEN PRINTING EQUIPMENT AD POINT OF SALE EXHIBITION AND CONFERENCE – October 11-17. At Olympia
† Apply, Harold Schneider Esq., Batiste Publications Ltd., Drummond House, 203/9 North Gower Street, London, NW1 (Tel. 01-387 9611).

GLASGOW: SCOTTISH MOTOR SHOW – November 12-20. At Kelvin Hall
† Apply, Scottish Motor Trade Association, 3 Palmerston Place, Edinburgh EH12 5AQ (Tel. 031-225 3643).

LONDON: INTERPHEX EXHIBITION – December 7-10. At Olympia
† Apply, B.P.S. Exhibitions Ltd., 6 London Street, Paddington, W2 (Tel. 01-723 6672/3).



The Oroszlany area of the Hungarian National Coal Board has placed an order with Fletcher Sutcliffe Wild Ltd., of Horbury, Wakefield, Yorkshire, for the new FSW 200-ton four leg supports shown above. This order, which is worth approximately £100,000 will be delivered in May, 1970. This support, which has been undergoing trials at Manton colliery in the South Yorkshire area of the National Coal Board is also the subject of inquiries in other overseas markets.

INTERNATIONAL TRADE CENTRE

The International Trade Centre UNCTAD/GATT, which helps developing countries in the field of export promotion, was set up in May 1964, by the Contracting Parties to the General Agreement on Tariffs and Trade (GATT), who now operate it jointly with the member States of the United Nations Conference on Trade and Development (UNCTAD). The four main spheres of operations are those of training in export promotion; the carrying out of market surveys in developed countries; a trade promotion advisory service; and a publications programme. The Centre's services are made available free of charge of all developing countries.

For further information write or phone the United Kingdom Liaison Officer: Miss E. P. M. Baggs, Board of Trade, 1 Victoria Street, S.W.1 (Tel. 01-222 7877, Ext. 2438).

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Division is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

Are YOUR Goods for EXPORT?

We will gladly share with you the knowledge and experience of our Managers and the close connections we have in the following countries. We have special arrangements to answer your questions in London.

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Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom aid to developing countries

BELOW IS A LIST of current loans, made by the United Kingdom and administered by the Ministry of Overseas Development, which are tied to the supply of British goods and services.

As a general guide to firms, those loans which are totally committed to the payment of agreed contracts or do not represent any export opportunities have been marked*.

Inquiries arising from this notice should be addressed to Board of Trade, Export Planning and Development Division, Room 403, 1 Victoria Street. London, S.W.1 (Tel. 01-222 7877, Ext. 2383).

	Country	Amount of loan	Title and purpose
		£ million	
1	BOLIVIA Through Inter-American Development Bank	1·7	For on-lending to a public corporation for a telecommunications project
2	CAMBODIA	0·420	United Kingdom/Cambodia (Prek Thnot) Loan 1969. British goods and services for the Prek Thnot power and irrigation project (1971/94)
3	CEYLON V*	2·0	United Kingdom/Ceylon Loan No. 2 1967. For purchase of an agreed list of supplies and equipment (1970/92)
4	CEYLON VI*	1·57	United Kingdom/Ceylon Loan No. 1 1968. For purchase of an agreed list of supplies and equipment (1971/93)
5	CEYLON VII*	2·5	United Kingdom/Ceylon Loan No. 2 1968. For purchase of an agreed list of supplies and equipment (1972/93)
6	CEYLON VIII	4·0	United Kingdom/Ceylon Loan No. 1 1969. For the purchase of goods and services in Britain
7	CHILE* Through Inter-American Development Bank	0·358	For on-lending to the private sector for the purchase of British goods (1972/82)
8	ECUADOR I	0·2052	United Kingdom Ecuador Loan 1969. Financial assistance to INECEL towards the cost of electrification equipment for the extension of transmission and distribution systems (1972/94)
9	GAMBIA I	3·2	United Kingdom/Gambia Loan 1967. For goods and services connected with agreed development projects (1969/72)
10	GAMBIA II*	0·1	United Kingdom/Trans-Gambia Highway Ferry Loan 1969. For the purchase of improvement to the Trans-Gambia Highway Ferry including the provision of a new ferry boat (1971/93)
11	GHANA I*	5·4	United Kingdom/Ghana Loan 1969 for the purchase of goods and service from Britain
12	GUYANA	1·250	United Kingdom/Guyana Development Loan 1969/71. For the purpose of assisting in financing certain projects in Guyana's current development programme
13	GUYANA	3·0	United Kingdom/Guyana Sea Defence Loan 1969
14	INDIA II	4·0	United Kingdom/India Non-Project Loan 1965. The Third 'Kipping' loan-spares and equipment for the metal using industries (1973/90)
15	INDIA V*	0·167	United Kingdom/India (Sindri) Loan 1966. For equipment for a Sindri fertilizer plant (1973/91)
16	INDIA VII	4·0	United Kingdom/India Non-Project Loan 1966. The fourth 'Kipping' loan (as for II above) (1973/91)
17	INDIA VIII*	3·0	The 2nd United Kingdom/India (Bhopal) Loan 1966. For equipment for the Bhopal heavy electricity plant (1973/91)
18	INDIA X	7·0	United Kingdom/India Non-Project Loan 1967. For the purchase of goods and services from Britain (1974/92)
19	INDIA XV	7·0	United Kingdom/India Non-Project Loan 1968. For the purchase of British goods, maintenance and services
20	INDIA XVI	1·0	United Kingdom/India ICICI Loan 1968. For the purchase of British goods and services required in connection with projects financed by ICICI
21	INDIA XVII	8·5	United Kingdom/India Capital Investment Loan 1968. For the purchase of capital investment goods for the private and public sector: £5 million for the private sector £3 million for the public sector £0·5 million for the small scale sector

Mrs. Judith Hart, Minister of Overseas Development, hands over part of a fleet of 30 trucks bound for relief aid in Nigeria to a representative of the Crown Agents who, acting on behalf of the Nigerian Government, placed a rush £100,000 order for the trucks with Dennis Brothers of Guildford. Centre is Mr. John King, chairman of Dennis Motor Holdings Group.

	Country	Amount of Loan	Title and Purpose
		£ million	
22	INDIA XVIII	2·0	United Kingdom/India Mixed Project Loan 1968. For the purchase of British goods and services for an agreed list of projects
23	INDIA XX	16·0	United Kingdom/India Maintenance Loan 1969. For the supply of British manufactured maintenance items
24	INDIA XXI	4·0	United Kingdom/India Mixed Imports Loan 1969. For the supply of British capital and maintenance goods
25	INDIA XXII	7·5	United Kingdom/India Capital Investment Loan 1969. For the supply of British capital goods
26	INDIA XXIII	1·0	United Kingdom/India ICICI Loan 1969. To cover foreign exchange costs of imports of capital items from United Kingdom where ICICI is financing the project
27	INDIA XXIV	2·0	United Kingdom/India Mixed Project Loan 1969. To finance foreign exchange costs incurred in Britain on agreed projects
28	INDONESIA	2·3	United Kingdom/Indonesia. A series of Loans for the purchase of British goods and services. These have been fully taken up but further Loans will be made in 1970/71
29	INDONESIA IV*	0·215	United Kingdom/Indonesia (Project) Loan 1969. For the purchase of 10 Tiger Cub Leyland buses and spare parts
30	IRAN	4·0	United Kingdom/Iran Credit Agreement 1964. For goods and services connected with agreed development project (1969/84)
31	KENYA I*	0·805	United Kingdom/Kenya Loan No. 2 1965/66. For goods and services connected with agreed development projects (1969/91)
32	KENYA II	18·00	United Kingdom/Kenya Loan No. 3 1966. For British East and African goods and services connected with agreed development projects and land transfer (1969/94)
33	MALAWI I	5·0	United Kingdom/Malawi Loan 1969/70 for British goods and services connected with agreed development projects
34	MALAYSIA	25·0	United Kingdom/Malaysia Aid Grant and Loan 1968. For the purposes of development (1979/95)

	Country	Amount of Loan	Title and Purpose
		£ million	
35	MAURITIUS*	1·4	United Kingdom/Mauritius No. 2 Loan 1968. Towards the cost of certain development projects
36	MAURITIUS	1·0	United Kingdom/Mauritius No. 3 Loan 1969. To meet the cost of certain development projects and for the purchase of certain goods and services
37	NIGERIA I*	10·5	United Kingdom/Nigeria (Telecommunications) (Phase III) Loan 1968. Towards Phase III of the Nigerian Governments scheme for the expansion and modernization of the telecommunications system (1969/93)
38	NIGERIA II*	1·55	United Kingdom/Nigeria Loan 1969. Agreed list of goods and services (1969/93)
39	NIGERIA II*	0·125	United Kingdom/Nigeria Reconstruction Grant 1968. For the purchase in the United Kingdom of goods and services needed for repairs to roads. bridges, other means of transport and communications
40	PAKISTAN I	4·0	United Kingdom/Pakistan Loan 1966. Agreed list of supplies and equipment (1973/90)
41	PAKISTAN III	3·617	United Kingdom/Pakistan Loan No. 2 1966. For jute mill machinery plus small allocation to IDBP and carriage and wagon shop
42	PAKISTAN IV	4·0	United Kingdom/Pakistan Loan 1966. Agreed list of supplies and equipment (1974/91)
43	PAKISTAN V	2·138	United Kingdom/Pakistan Loan No. 1 1967. Jute mill machinery and a small allocation for telegraph and telecommunications department (1974/92)
44	PAKISTAN VI	4·3	United Kingdom/Pakistan Loan No. 2 1967. Agreed list supplies and equipment (1974/92)
45	PAKISTAN VII	2·1	United Kingdom/Pakistan Loan No. 2 1967. For the purchase of jute mill machinery (1974/92)
46	PAKISTAN VIII	4·5	United Kingdom/Pakistan Loan No. 1 1969. Agreed list of supplies and equipment (1976/93)
47	PAKISTAN IX	2·5	United Kingdom/Pakistan (Tarbela No. 2) Loan 1969. Contribution to Tarbela development fund
48	PAKISTAN X	1·0	United Kingdom/Pakistan (Mixed Projects) Loan No. 2 1969. For the purchase of British goods and services for projects to be agreed (1976/94)
49	PAKISTAN XI	6·0	United Kingdom/Pakistan Loan No. 3 1969. For the purchase of British goods and services (1977/94)
50	PERU The Inter-American Development Bank	0·358	For on-lending to the private sector for the purchase of British goods
51	SIERRA LEONE*	0·660	United Kingdom/Sierra Leone Loan 1968. For the purchase of British goods and services towards the cost of certain development projects (1970/93)
52	SINGAPORE	50·0	United Kingdom/Singapore Aid Grant and Loan 1968. For the purpose of development (including the provision of technical assistance by the British Government and for defence) (1978/95)
53	SUDAN*	0·459	United Kingdom/Sudan Loan (No. 1) 1969. Towards the cost of new sluice gates and ancillary equipment at the Sennar Dam (1971/94)
54	TURKEY VIII*	2·5	United Kingdom/Turkey Loan No. 1 1969. British goods and services
55	TURKEY IX*	1·1	United Kingdom/Turkey Loan No. 2 1969. British goods and services
56	TURKEY X*	1·432	United Kingdom/Turkey (Polyethylene plant extension) Loan No. 3 1969. To expand the polyethylene plant at Yarimca
57	UGANDA I*	2·337	United Kingdom/Uganda Loan No. 2 1966. For goods and services connected with agreed development projects (1969/90)
58	UGANDA II	6·5	United Kingdom/Uganda Loan 1968. For the purpose of certain development projects (1971/93)

Aarhus Town Council have placed an order with Leyland – Dansk Automobilbyggeri Silkeborg in Jutland for the supply of 30 buses to replace local trams. Photo shows Mr. C. M. MacLehose, the British Ambassador with his wife, at the wheel of a 'Tiger Cub' during a visit to the Silkeborg assembly plant last month.

The formula for successful exporting is being in the right market at the right time with the right product at the right price.

That's why together with our subsidiaries and associates we're in over 30 major trading areas, seeking out information on local market conditions, making contacts with likely agents and potential buyers carrying, out market intelligence. Helping exporters to achieve the formula for success.

For full details contact our Trade Promotion Department.

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France and East Germany

THE FRENCH *Moniteur du Commerce International* of February 9 announced that long-term Trade Arrangements between the French Commercial Service, and the East German Chamber of Foreign Trade, was signed in Paris on January 28, 1970 covering the period January 1, 1970 to December 31, 1974. A protocol annexed to the arrangement regulates the trade between the two countries for the year 1970.

East German exports to France will include horses for slaughter, agricultural machinery, machine tools, printing machinery, measuring instruments and laboratory articles, mechanical appliances for public works, cables, and chemical products.

French exports to East Germany will include agricultural products, plant and industrial equipment, consumer goods, and semi-processed goods.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423, 408, 288), where the full French text may be seen.

Dart Containerline are operating from Southampton Container Terminal Taskers 20 ft. skeletal trailers, and Cravens Homalloy 20 ft. alloy containers which are built at Sheffield under licence to the American Strick design.

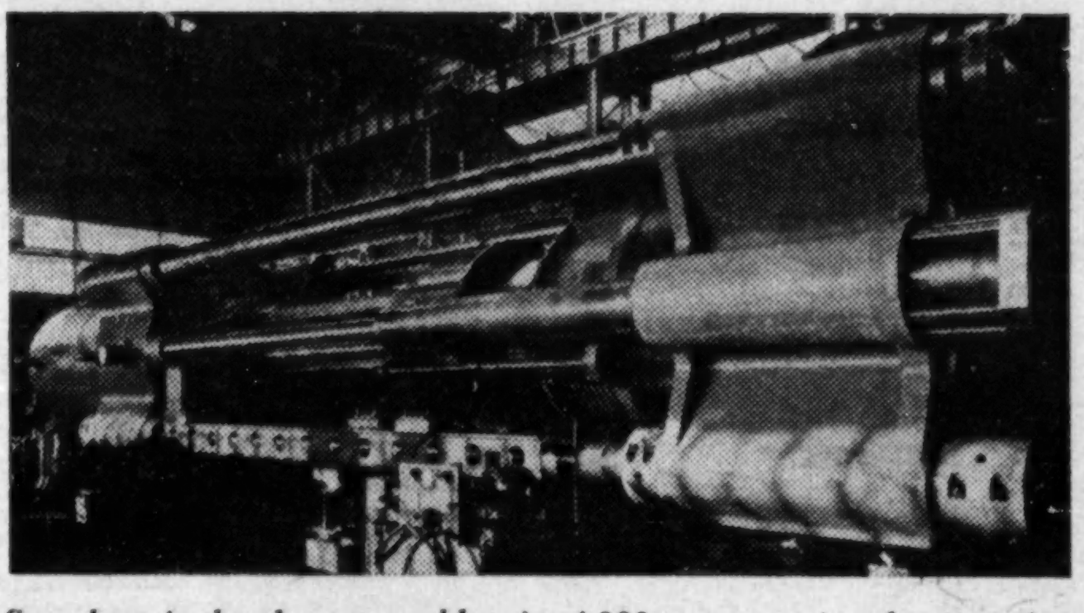
France and Rumania

THE FRENCH *Moniteur du Commerce International* of January 26 announced that a long-term Trade Agreement between France and Rumania was signed in Bucharest on January 9, 1970, covering the period January 1, 1970 to December 31, 1974. A Protocol annexed to the Agreement regulates trade between the two countries for the year 1970.

Rumanian exports to France will include agricultural produce, tobacco, petrol, gas and fuel oils, textile fabrics and clothes; mechanical appliances including machine tools, semi-processed iron and steel products and tractors. A second list set out the goods which can be imported at present into France from Rumania without quantitative restrictions.

French exports to Rumania will include industrial installations and equipment, mechanical machinery and cars, chemical and pharmaceutical products, iron and steel and other metal products, agricultural products and books.

Copies of the French text of the Agreement and the 1970 quota lists can be obtained from the Tariff Section of Export Data Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).



Seen here is the shop assembly of a 4,000 ton press for the extrusion of carbon electrodes which Davy and United Engineering Co. Ltd. is supplying for installation at Slatina in Rumania. The press is one of the largest of its type in Europe.

Double taxation

Barbados

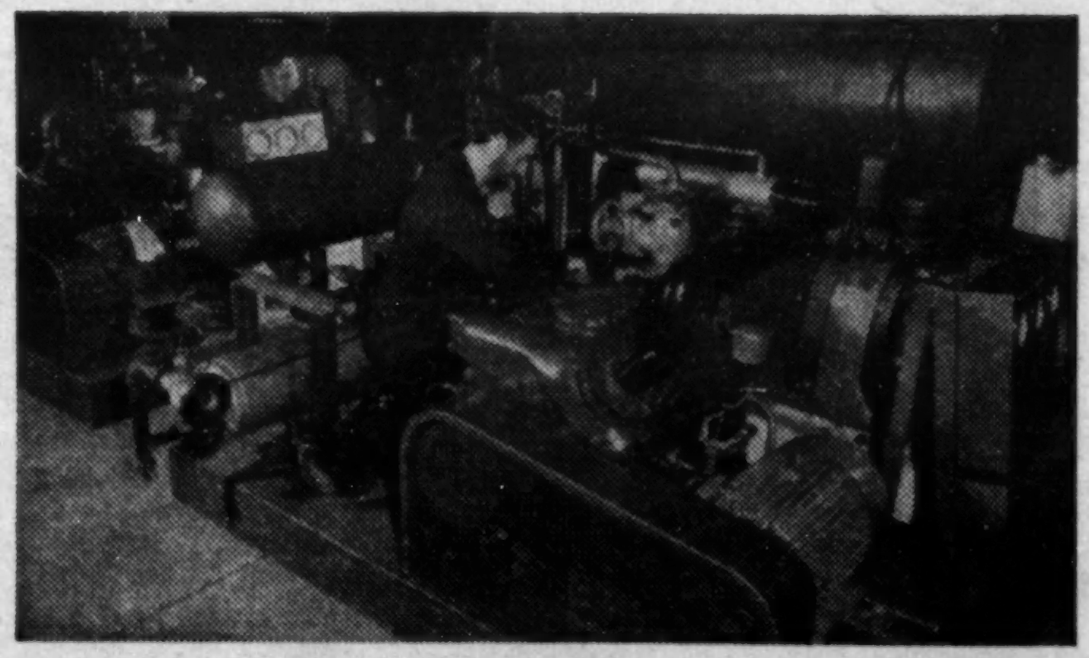
THE BOARD of Inland Revenue announce that a double taxation agreement between the United Kingdom and Barbados, relating to taxes on income, was signed in Bridgetown, Barbados, on March 26.

The text will be published shortly as a Schedule to a draft Order in Council.

Hints to businessmen visiting Ceylon

A REVISED EDITION of the booklet on Ceylon has been published in the 'Hints to Business Men' series.

British business men who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Division, Board of Trade, Room CO7, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4,



Seen here is part of a shipment to the USSR of scraped refrigerated surface heat exchangers which will be used with a Douglas-Rownson (Baker Perkins Group) process plant for making lithum grease at the Fiat Works in Omsk. The grease, which is cooled in these units prior to being used in the manufacture of the vehicles, must be capable of working in ambient temperatures which vary from minus 40 degrees centigrade in winter to plus 35 degrees centigrade in summer.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London, E.C.2 (606 6699). The department has 20 local offices in various parts of the United Kingdom. A list is given on page 488 of February 25 issue of the Board of Trade Journal.

Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photocopies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*

ALGERIA

Bulletin 60/70

SOCIETE ALGERIEEN DE REALISATION ET DE PROMOTION INDUSTRIELLE:
Construction of Sewing Machine Plant. May 31. E.S.B. 54678/70/J.

ANGOLA

Bulletin 60/70

ANGOLAN BROADCASTING PLAN:
***1s. Air Conditioner. May 29. E.S.B. 54776/70/J.**

ARGENTINA

Bulletin 58/70

COMPANIA ITALO ARGENTINA DE ELECTRICIDAD:
***61s. Cable. May 7. E.S.B. 54583/70/J.**
***45s. (In Spanish.) Electric Light Meters. May 4. E.S.B. 54582/70/J.**

Bulletin 61/70

EMPRESA NACIONAL DE TELECOMMUNICACIONES:
Radio Links. April 23. E.S.B. 54862/70/J.

AUSTRALIA

Bulletin 58/70

OVERSEAS TELECOMMUNICATIONS COMMISSION:
Telephone Exchange Equipment. July 27. E.S.B. 53401/70/J.

Bulletin 59/70

NORTHERN ELECTRICITY AUTHORITY OF QUEENSLAND:
Boilers. July 8. E.S.B. 54652/70/J.
SOUTHERN ELECTRIC AUTHORITY OF QUEENSLAND:
***Turbo-Alternator Units. Closing date postponed to April 30. (Further Information.) E.S.B. 51162/70/J.**

Bulletin 60/70

MELTON WATER WORKS TRUST:
Construction of Reservoir. April 13. E.S.B. 54781/70/J.
STATE STORES BOARD:
***5s. Cotton Polyester Shirting. April 23. E.S.B. 54780/70/J.**
64s. Poplin Shirting. April 24. E.S.B. 54766/70/J.
DEPARTMENT OF CIVIL AVIATION:
Generating Sets. April 21. E.S.B. 54764/70/J.
Current Regulators. April 21. E.S.B. 54763/70/J.

Bulletin 61/70

ENGINEERING AND WATER SUPPLY DEPARTMENT OF SOUTH AUSTRALIA:
Bar Screening Plant. April 30. E.S.B. 54832/70/J.
SUPPLY AND TENDER BOARD:
***10s. Earthenware Pipes. April 28. E.S.B. 54867/70/J.**
AUSTRALIAN NATIONAL UNIVERSITY:
Air Conditioning, Refrigeration and Hot Water Service. April 21. E.S.B. 54796/70/J.
Window Frames, Glasshouses and Laboratory Equipment. April 21. E.S.B. 54797/70/J.
Electrical Services. April 21. E.S.B. 54795/70/J.
Construction of Laboratory Building. May 5. E.S.B. 54794/70/J.
POSTMASTER GENERAL'S DEPARTMENT:
***14s. Anechoric Chamber. April 28. E.S.B. 54784/70/J.**
SOUTHERN ELECTRIC AUTHORITY OF QUEENSLAND:
***26s. Cable. April 21. E.S.B. 54775/70/J.**

AUSTRIA

Bulletin 59/70

NEW VIENNA GENERAL HOSPITAL:
Medical Equipment. April 28. E.S.B. 54615/70/J.

BELGIUM

Bulletin 61/70

SHAPE:
***Transistor Tester. May 20. E.S.B. 54799/70/J.**
***Telecommunications Equipment. May 20. E.S.B. 54800/70/J.**
Signal Generator. May 20. E.S.B. 54765/70/J.

BOLIVIA

Bulletin 59/70

MUNICIPALITY OF LA PAZ:
***6s. (In Spanish.) Installation of Funicular Railway. May 26. E.S.B. 54597/70/J.**

BURMA

Bulletin 58/70

UNION OF BURMA RAILWAY BOARD:
Sailcloth, Linoleum, Fabrics. April 24. E.S.B. 54474/70/J.

Bulletin 60/70

***3s. Paper. April 28. E.S.B. 54682/70/J.**
***Lamps and Accessories. April 28. E.S.B. 54683/70/J.**
***3s. Taps and Dies, Valve Seat Stones. April 29. E.S.B. 54684/70/J.**
***2s. Metal Slitting Saws. April 29. E.S.B. 54685/70/J.**
***2s. Shutters. April 28. E.S.B. 54681/70/J.**
STATE TIMBER BOARD:
***5s. Fuel Pump Testing Equipment. May 4. E.S.B. 54693/70/J.**
***3s. Switch Fuses. May 12. E.S.B. 44672/70/J.**
***4s. Insulating Tape and Materials. May 12. E.S.B. 54695/70/J.**
***3s. Oil Circuit Breakers. May 12. E.S.B. 54691/70/J.**
***3s. Veneer Peeling Knife. May 2. E.S.B. 54694/70/J.**
CHEMICAL INDUSTRY MANAGEMENT COMMITTEE:
***2s. Cycloidal Type Blower. May 9. E.S.B. 54692/70/J.**

Bulletin 62/70

METAL PLANNING COMMITTEE:
***6s. Mild Steel Sheets. April 30. E.S.B. 54890/70/J.**
PEOPLE'S PEARL AND FISHERY BOARD:
***5s. Bulldozer. April 30. E.S.B. 54885/70/J.**
MINISTRY OF DEFENCE:
***21s. Tool Kits. April 25. E.S.B. 54887/70/J.**
MYANMA EXPORT IMPORT CORPORATION:
***8s. Radio Spare Parts. May 16. E.S.B. 54874/70/J.**
***3s. Electrical Materials. May 16. E.S.B. 54873/70/J.**
***4s. Brass Rod, Steel Rod and Bar, Centering Drills. May 16. E.S.B. 54872/70/J.**

CAMEROON

bulletin 60/70

REGIE DES CHEMINS DE FER DU CAMEROUN:
Permanent Way Equipment. June 15. E.S.B. 54779/70/J.

CEYLON

Bulletin 59/70

MILK BOARD:
***4s. Food Flavouring Essences and Colouring. (Further Information.) E.S.B. 54456/70/J.**

CEYLON TRANSPORT BOARD:
***8s. Radiator Cores. (Further Information.) E.S.B. 54457/70/J.**

Bulletin 60/70

STATE ENGINEERING CORPORATION OF CEYLON:
***5s. Steel Wire. April 30. E.S.B. 54697/70/J.**
MINISTRY OF HEALTH:
Malathion. April 30. E.S.B. 54696/70/J.

CHILE

Bulletin 58/70

EMPRESA NACIONAL DE ELECTRICIDAD:
***23s. (In Spanish.) Control Equipment. May 25. E.S.B. 54609/70/J.**

COLOMBIA

Bulletin 61/70

INSTITUTO DE MERCADCO AGROPECUARIO:
Elevator Conveyer Structures. April 24. E.S.B. 54793/70/J.
Electric Equipment. April 24. E.S.B. 54791/70/J.

COSTA RICA

Bulletin 60/70

DIRECCION GENERAL DE ASISTENCIA:
***1s. (In Spanish.) Potter Bucky. April 21. E.S.B. 54712/70/J.**
***1s. (In Spanish.) Ciclocerine Tablets. April 22. E.S.B. 54734/70/J.**
***1s. (In Spanish.) Metal Boxes. April 21. E.S.B. 54709/70/J.**
***1s. (In Spanish.) Digoxine Tablets. April 22. E.S.B. 54715/70/J.**
***1s. (In Spanish.) Glass Bottles. April 21. E.S.B. 54714/70/J.**
INSTITUTO COSTARRICENSE DE ELECTRICIDAD:
***2s. (In Spanish.) Diesel Locomotives. June 16. E.S.B. 54701/70/J.**
***1s. (In Spanish,) Screws, Anchors. June 4. E.S.B. 54713/70/J.**
***1s. (In Spanish.) Granby Cars. June 17. E.S.B. 54702/70/J.**
***2s. (In Spanish.) Geophysical Prospecting Equipment. May 20. E.S.B. 54703/70/J.**
***1s. (In Spanish.) Electronic Calculating Machines. April 21. E.S.B. 54707/70/J.**
***1s. (In Spanish.) Generating Set. May 19. E.S.B. 54700/70/J.**
***1s. (In Spanish.) Backfill Tampers. May 4. E.S.B. 54698/70/J.**

Bulletin 61/70

JUNTA ADMINISTRATIVA DEL SERVICIO:
***1s. (Press Notice in Spanish.) Electrical Materials. April 28. E.S.B. 54835/70/J.**
INSTITUTO COSTARRICENSE DE ELECTRICIDAD:
***1s. (Press Notice in Spanish.) Vehicles. June 9. E.S.B. 54841/70/J.**
***2s. (In Spanish.) Mobile Crane. April 30. E.S.B. 54840/70/J.**
***1s. (In Spanish.) Water Pumps. April 30. E.S.B. 54839/70/J.**

ETHIOPIA

Bulletin 59/70

IMPERIAL BOARD OF TELECOMMUNICATIONS:
***15s. Page Printers for Telex Operation. June 1. E.S.B. 54500/70/J.**

GREECE

Bulletin 62/70

MINISTRY OF TRADE:
***6s. Medical Instruments. April 22. E.S.B. 54902/70/J.**
***4s. Bookbinding Machines. April 29. E.S.B. 54905/70/J.**
***4s. Films. April 29. E.S.B. 54943/70/J.**
***7s. Machine Tools. April 22. E.S.B. 54906/70/J.**
PUBLIC POWER CORPORATION:
Transformer. April 30. E.S.B. 54952/70/J.
Lightning Arresters. April 30. E.S.B. 54951/70/J.

GUATEMALA

Bulletin 61/70

INSTITUTO NACIONAL DE ELECTRIFICACION:
***61s. (In Spanish.) Transmission Line Equipment April 27. E.S.B. 54798/70/J.**

(Continued on page 983)

Not all foreigners understand English. They'll appreciate it and so will you—in more business — if you address them in their own language.

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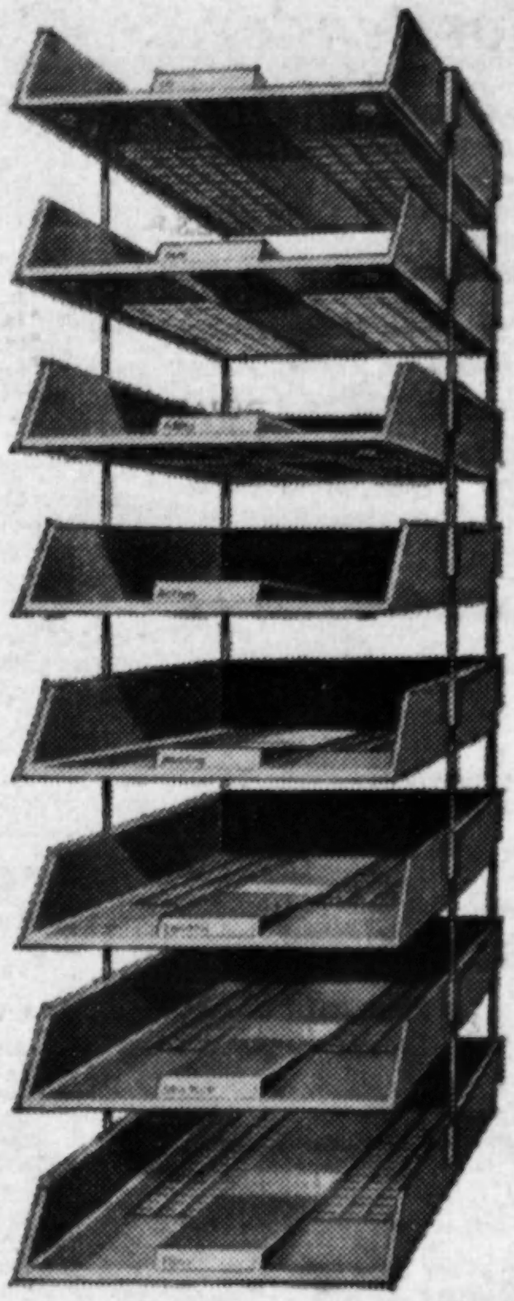

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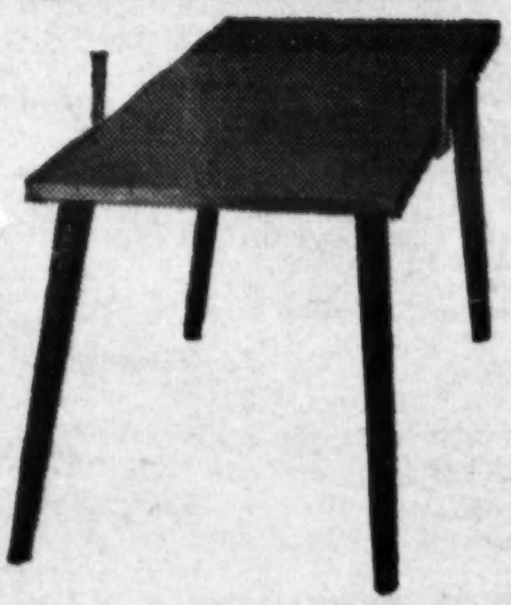

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Bulletin 61/70

HONG KONG TELEPHONE CO. LTD.:
*3s. Steel Poles. April 22. E.S.B. 54730/70/J.

INDIA

Bulletin 59/70

BHARAT EARTH MOVERS LTD.:
*12s. Tin and Zinc Ingots. April 21. E.S.B. 54610/70/J.
BHARAT HEAVY ELECTRICALS LTD.:
*33s. Electric Resistance Ovens. April 21. E.S.B. 54509/70/J.
*93s. Mechanical Stackers. April 21. E.S.B. 54510/70/J.

Bulletin 60/70

HEAVY ELECTRICALS (INDIA) LTD.:
*12s. Brass Tubes. April 20. E.S.B. 54640/70/J.
RAILWAY BOARD:
*18s. Diesel Power Packs. (Further Information.) E.S.B. 54394/70/J.
*24s. Steel Plate. April 27. E.S.B. 54680/70/J.

Bulletin 61/70

MINING AND ALLIED MACHINERY CORPORATION LTD.:
*1s. (Tender Notice.) Induction Motors. May 4. E.S.B. 54802/70/J.

IRAQ

Bulletin 62/70

STATE ORGANIZATION OF INDUSTRY:
Aluminium Foil and Cellulose Wrapping. April 25. E.S.B. 54970/70/J.
ASBESTOS INDUSTRIES CO. (NAT):
*3s. Hydraulic Oil System. (Further Information.) E.S.B. 54506/70/J.
MINISTRY OF OIL AND MINERALS:
Detergent Inhibitor Additive. April 25. E.S.B. 54973/70/J.
Tinplate. April 25. E.S.B. 54971/70/J.

KUWAIT

Bulletin 59/70

AMERICAN INDEPENDENT OIL CO.:
*4s. Seamless Steel Pipes. April 15. E.S.B. 54664/70/J.
CENTRAL TENDERS COMMITTEE:
*8s. (In Arabic.) Footwear, Clothing. April 21. E.S.B. 54663/70/J.
MINISTRY OF EDUCATION:
*Clothing. April 26. E.S.B. 54653/70/J.
*Paper Bags. April 28. E.S.B. 54654/70/J.
*12s. (In Arabic.) Materials for Women's Education. May 5. E.S.B. 54660/70/J.
*10s. (In Arabic.) Clothing. April 28. E.S.B. 54656/70/J.
*11s. (In Arabic.) Sewing and Knitting Equipment. May 3. E.S.B. 54659/70/J.
*11s. (In Arabic.) Frozen Chickens. April 26. E.S.B. 54658/70/J.
*11s. (In Arabic.) Tinned Vegetables. April 26. E.S.B. 54657/70/J.
*Cotton Gingham, Cotton Suiting, Cotton Gaberdine. May 3. E.S.B. 54655/70/J.

LEBANON

Bulletin 58/70

MINISTRY OF EDUCATION:
*67s. (In French.) Laboratory Equipment and Supplies. April 27. E.S.B. 54533/70/J.

Bulletin 62/70

LA REGIE LIBANAISE DES TABACS:
*3s. (In French.) Cigarette Filter Tips. May 11. E.S.B. 54963/70/J.
*(In French.) Cigarette Filter Paper. May 12. E.S.B. 54964/70/J.

MALAGASY REPUBLIC

Bulletin 60/70

COMMUNE DE TANANARIVE:
*1s. (In French.) Vehicles. April 14. E.S.B. 54770/70/J.

Bulletin 61/70

BUREAU DE DEVELOPPEMENT ET DE PROMOTION INDUSTRIELS:
*6s. (In French.) Wheat Flour Mill. June 30. (Preliminary Information.) E.S.B. 54183/70/J.

MALAWI

Bulletin 61/70

MALAWI GOVERNMENT CENTRAL TENDER BOARD:
*5s. Agricultural Vehicles and Equipment. May 8. E.S.B. 54788/70/J.

MALAYSIA

Bulletin 60/70

PUBLIC WORKS DEPARTMENT:
*5s. Water Hydrants; Pipes and Fittings. May 18. E.S.B. 54705/70/J.

Bulletin 61/70

MINISTRY OF HEALTH:
*2s. Alcohol; Methylated Spirit. April 30. E.S.B. 54767/70/J.
*3s. Surgical Dressings. April 30. E.S.B. 54768/70/J.
*3s. Biologicals. April 30. E.S.B. 54769/70/J.
*3s. X-ray, Dental and Fluorographic Films. April 30. E.S.B. 54706/70/J.

MALAYSIA HONG KONG LAND DEVELOPMENT CO. LTD.:
*27s. Switchgear and Transformers. April 30. E.S.B. 54877/70/J.
SABAH ELECTRICITY BOARD:
*2s. Vehicles. May 1. E.S.B. 54789/70/J.
DRAINAGE AND IRRIGATION DEPARTMENT:
*17s. Hydrological Equipment. April 30. E.S.B. 54878/70/J.

MALTA

Bulletin 59/70

TREASURY:
*Weathering Test Apparatus for Paints. April 16. E.S.B. 54667/70/J.
*Dressings. April 23. E.S.B. 54669/70/J.
*Refrigeration Plants. April 23. E.S.B. 54670/70/J.
*Antibiotics. April 23. E.S.B. 54668/70/J.

MOZAMBIQUE

Bulletin 60/70

PORTS, RAILWAYS AND TRANSPORTS DEPARTMENT:
Compressor Sets. May 8. E.S.B. 54704/70/J.

NEW ZEALAND

Bulletin 58/70

POST OFFICE HEADQUARTERS:
*4s. Cable. April 21. E.S.B. 54621/70/J.

NIGERIA

Bulletin 62/70

ELECTRICITY CORPORATION OF NIGERIA:
Cables. April 27. E.S.B. 54966/70/J.

PAKISTAN

Bulletin 58/70

EAST PAKISTAN WATER AND POWER DEVELOPMENT AUTHORITY:
*2s. Catamarans. April 25. E.S.B. 54540/70/J.

Bulletin 59/70

PAKISTAN WESTERN RAILWAY:
*Railway Equipment. Closing date postponed to April 27. (Further Information.) E.S.B. 52862/70/J.
WATER AND POWER DEVELOPMENT AUTHORITY:
Transformer Oil. April 20. E.S.B. 54637/70/J.

PAPUA AND NEW GUINEA

Bulletin 61/70

SUPPLY AND TENDER BOARD:
*7s. Vehicles. May 5. E.S.B. 54868/70/J.

SINGAPORE

Bulletin 61/70

PUBLIC UTILITIES BOARD:
*6s. Platform Scale. (Further Information.) E.S.B. 54331/70/J.

SOUTH AFRICA

Bulletin 61/70

CAPE PROVINCIAL TENDER BOARD:
*5s. Science Apparatus. April 21. E.S.B. 54741/70/J.
*4s. Compasses, Drawing Sets, Protractors, Set Squares. April 21. E.S.B. 54742/70/J.
*4s. Artists' Brushes. April 21. E.S.B. 54739/70/J.

SPAIN

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DIRECCION GENERAL DE LA JEFATURA CENTRAL DE TRAFICO:
*Photocontrol Equipment. April 23. E.S.B. 54613/70/J.

SUDAN

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SUDAN GEZIRA BOARD:
Construction of Ginning Factory. Closing date postponed to May 30. (Further Information.) E.S.B. 52353/70/J.

SYRIAN ARAB REPUBLIC

Bulletin 58/70

DIRECTORATE GENERAL OF BROADCASTING AND TELEVISION:
Electrical Equipment. April 25. E.S.B. 54562/70/J.

TAIWAN

Bulletin 58/70

CENTRAL TRUST OF CHINA:
*54s. Petrol Refinery Instrumentation. May 12. E.S.B. 54342/70/J.
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*2s. Welding Signal Bond. April 27. E.S.B. 54551/70/J.

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*1s. Monoethanolamine. April 24. E.S.B. 54731/70/J.
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*2s. Inhibitor. April 20. E.S.B. 44760/70/J.
*1s. Driving Stay Anchor. April 20. E.S.B. 54761/70/J.
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*6s. Truck Tractor. May 18. E.S.B. 54843/70/J.
*4s. Plug Valves. May 13. E.S.B. 54750/70/J.
*3s. Boiler Tubes. May 18. E.S.B. 54751/70/J.
*5s. Bus Chassis. April 23. E.S.B. 54804/70/J.
*14s. VHF Equipment; Field Survey Truck. April 25. E.S.B. 54805/70/J.
*3s. Electrical Equipment. April 20. E.S.B. 54758/70/J.
*5s. Felt for Paper Making. May 12. E.S.B. 54722/70/J.
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TANZANIA

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CENTRAL TENDERS BOARD:
Topographical Mapping. April 23. E.S.B. 54521/70/J.
TANZANIA ELECTRIC SUPPLY CO. LTD.:
*1s. Transformers. (Advance Information.) E.S.B. 54638/70/J.
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Airport Fire Fighting and Rescue Vehicles. Closing date postponed to April 30. (Further Information.) E.S.B. 52441/70/J.

THAILAND

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Offset Printing Machine. April 28. E.S.B. 54814/70/J.
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*2s. Marine Scavenger. April 29. E.S.B. 54815/70/J.

TUNISIA

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OFFICE DES PORTS NATIONAUX TUNISIENS:
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UNITED ARAB REPUBLIC (EGYPT)

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EGYPTIAN RAILWAYS:
Ultra Sonic Spare Parts. April 28. E.S.B. 54641/70/J.
Steel Beams. May 30. E.S.B. 44644/70/J.
Electric Motors. April 28. E.S.B. 54642/70/J.

URUGUAY

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ADMINISTRACION NACIONAL DE PUERTOS:
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VIETNAM

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Inquiry for Ali and Abdul Rahman al Hebaishi; metal windows. E.S.B. 8606/70/J.

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Agency inquiry for furniture. E.S.B. 2379/70/J.

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Agency inquiry for automatic parking equipment. E.S.B. 8895/69/J.

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Inquiry for stainless steel strips. E.S.B. 44268/69/J.

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Inquiry for golf course maintenance equipment; fertilizers; mowers. E.S.B. 869/70/J.
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Inquiry for elastic webbing manufacturing machinery. E.S.B. 8509/70/J.

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Agency inquiry for doors, door furniture; locks; safes. E.S.B. 8452/70/J.

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Inquiry for wire. E.S.B. 8756/70/J.

BELGIUM

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Inquiry for hatching eggs. E.S.B. 8745/70/J.

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Agency inquiry for couplings. E.S.B. 23276/69/J.
Inquiry for traffic cones. E.S.B. 7714/70/J.

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Agency inquiry for soap. E.S.B. 8822/70/J.
Agency inquiry for gas pressure regulators; valves. E.S.B. 8539/70/J.
Inquiry for glues; plastic sheets; siliconized papers. E.S.B. 8702/70/J.
Inquiry for box folding machine. E.S.B. 8821/70/J.

BOLIVIA

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Inquiry for surgical tape manufacturing machinery. E.S.B. 8453/70/J.

BRAZIL

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Commercial invoices. E.S.B. 1209/G/J.

Bulletin 62/70
Inquiry for paper manipulating machinery; printing machinery. E.S.B. 8372/70/J.

BULGARIA

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Inquiry for pressure pumps. E.S.B. 7842/70/J.

CANADA

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Inquiry for dental supplies and equipment. E.S.B. 7977/70/J.
Inquiry for testing equipment. E.S.B. 8232/70/J.
Agency inquiry for jams, marmalade. E.S.B. 8193/70/J.
Inquiry for dental supplies and equipment. E.S.B. 8028/70/J.
Inquiry for fusible links. E.S.B. 7317/70/J.
Inquiry for trousers. E.S.B. 7059/70/J.
Inquiry for hearing aids. E.S.B. 15288/69/J.

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Inquiry for vacuumed test tubes. E.S.B. 8239/70/J.
Inquiry for notebooks, stationery. E.S.B. 8246/70/J.
Agency inquiry for marine equipment. E.S.B. 7875/70/J.

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Proposed pavilion at the British Columbia International Fair, Vancouver, 1971. E.S.B. 1216/70/J.

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Inquiry for polypropylene bags. E.S.B. 8703/70/J.
Inquiry for electronic components, high fidelity and communications equipment. E.S.B. 7986/70/J.
Agency/Manufacture under licence - air pollution control equipment; pumps; steel forgings; water pollution control equipment. E.S.B. 8093/70/J.

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Inquiry for textile overmakes and seconds. E.S.B. 8950/70/J.

CUBA

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Sugar extraction machinery. E.S.B. 30619/69/J.

CHILE

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Agency inquiry for woven fabrics. E.S.B. 8495/70/J.

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Inquiry for paper guillotines and goggers. E.S.B. 648/70/J.
Inquiry for stamp albums. E.S.B. 8179/70/J.

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Agency inquiry for hand tools. E.S.B. 5166/70/J.

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Inquiry for wire drawing equipment; wire stranding machines. E.S.B. 8817/70/J.

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Inquiry for soap industry raw materials. E.S.B. 8513/70/J.

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Inquiry for upholstery fabrics. E.S.B. 8514/70/J.

FIJI

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Inquiry for plastic sheeting. E.S.B. 8310/70/J.

FRANCE/EAST GERMANY

Bulletin 58/70
Trade and Financial Arrangements. CRE 24855/G/J.

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Inquiry for sound recording tapes. E.S.B. 8446/70/J.

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Agency inquiry for staplers. E.S.B. 8519/70/J.

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Inquiry for laboratory instruments. E.S.B. 8533/70/J.
Agency inquiry for fork lift trucks. E.S.B. 7837/70/J.
Inquiry for furnishing fabrics. E.S.B. 47967/69/J.

GERMANY, FEDERAL REPUBLIC OF

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Inquiry for giftware; wigs. E.S.B. 8785/70/J.
Inquiry for saddlery. E.S.B. 8617/70/J.
Agency inquiry for frozen seafood. E.S.B. 8512/70/J.
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Motor vehicle safety belts - legislation of. E.S.B. 1209/G/J.

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Bulletin 56/70
Joint venture—agricultural machinery; farm equipment. E.S.B. 7021/70/J.

GREECE

Bulletin 58/70
Inquiry for clinical apparatus. E.S.B. 6306/70/J.
Agency inquiry for electric wire. E.S.B. 8056/70/J.
•3s. Agency inquiry for pesticides; pharmaceutical raw materials; veterinary products. E.S.B. 8019/70/J.

ICELAND

Bulletin 58/70
Inquiry for fabrics; tent poles and pegs. E.S.B. 8227/70/J.
Agency inquiry for hand tools; hinges; window fittings. E.S.B. 8202/70/J.

Bulletin 59/70
Agency inquiry for tent making materials. E.S.B. 8201/70/J.
Inquiry for pipe fittings. E.S.B. 8294/70/J.

INDIA

Bulletin 58/70
8s. Inquiry for steel tubes; bimetal strips and blanks. E.S.B. 8325/70/J.

Bulletin 59/70
Inquiry for steel. E.S.B. 3668/70/J.
Inquiry for steel tubes; roller bearings; contact rivets. E.S.B. 8267/70/J.

Bulletin 60/70
Inquiry for silicone magnesium alloy. E.S.B. 8123/70/J.
Inquiry for brewery equipment and raw materials. E.S.B. 8688/70/J.

Bulletin 61/70
Inquiry for lamp bulb manufacturing plant. E.S.B. 8810/70/J.
Industrial development. E.S.B. 51801/69/J.
Inquiry for hardening equipment. E.S.B. 8864/70/J.

IRAN

Bulletin 58/70
Manufacture under licence – concrete blanks and slabs; aggregate. E.S.B. 728/70/J.

Bulletin 59/70
Inquiry for perchloroethylene and trichloroethylene plant. E.S.B. 8034/70/J.
Inquiry for foundry cast iron; pig iron. E.S.B. 7944/70/J.

IRAQ

Bulletin 58/70
Inquiry for tolylene diisocyanate. E.S.B. 8315/70/J.

ISRAEL

Bulletin 59/70
Agency inquiry for hospital equipment. E.S.B. 8033/70/J.

Bulletin 60/70
Agency inquiry for chemicals; can making machinery. E.S.B. 8118/70/J.
Inquiry for packaging machinery. E.S.B. 8753/70/J.
Inquiry for carbon monoxide monitors; fans; pot burners; power relays; pumps. E.S.B. 25782/69/J.

Bulletin 61/70
Agency inquiry for ploughs, pneumatic accessories for automation. E.S.B. 8111/70/J.

ITALY/BULGARIA

Bulletin 58/70
Trade and Financial Arrangements. CRE 22275/G.

ITALY

Bulletin 59/70
Inquiry for agricultural and cultivating equipment; land reclamation equipment. E.S.B. 8554/70/J.
Agency inquiry for diabetic confectionery, biscuits and jams. E.S.B. 8192/70/J.
Inquiry for sintered components. E.S.B. 6413/70/J.
Inquiry for antiques; carpets; paintings; pottery; silver and Sheffield plate; works of art. E.S.B. 8149/70/J.
Agency inquiry for carpets; moquette. E.S.B. 8210/70/J.
Manufacture under licence – steel and cast iron boilers. E.S.B. 8140/70/J.

Bulletin 60/70
Agency inquiry for tape recorders; stereo amplifiers. E.S.B. 7507/70/J.

Bulletin 61/70
Inquiry for resistors. E.S.B. 8613/70/J.
Agency inquiry for closed circuit TV cameras; control consoles; video/tape recorders. E.S.B. 8258/70/J.
Inquiry for pig iron ingots. E.S.B. 8108/70/J.
Inquiry for medical equipment. E.S.B. 8555/70/J.

JAPAN

Bulletin 58/70
Agency/manufacture under licence – sintered components manufacturing machinery. E.S.B. 8166/70/J.

Bulletin 61/70
Trading with Japan Establishment – capital investment, branches and licensing agreements. E.S.B. 37924/69/J.
Agency inquiry for pipe working tools. E.S.B. 8415/70/J.
Agency inquiry for film; film printing machines. E.S.B. 8445/70/J.

JORDAN

Bulletin 59/70
Agency inquiry for air conditioners; domestic electrical equipment; radios; refrigerators; television receivers. E.S.B. 7768/70/J.

Bulletin 60/70
Inquiry for clothing. E.S.B. 8553/70/J.

KENYA

Bulletin 58/70
Joint venture – contractors' plant. E.S.B. 52020/69/J.
Agency inquiry for oil filters. E.S.B. 8159/70/J.

Bulletin 61/70
Manufacture under licence – agricultural implements. E.S.B. 49936/69/J.

Bulletin 62/70
Inquiry for cosmetics making machinery; water distilling plant. E.S.B. 8317/70/J.

KUWAIT

Bulletin 58/70
Inquiry for methanol; pipes; tri-ethylene glycol; tubes. E.S.B. 45681/69/J.
Labour Law. E.S.B. 1209/G/J.

Bulletin 59/70
Inquiry for kitchen units; sanitaryware; tiles. E.S.B. 5024/70/J.
Agency inquiry for clothing; electric and electronic domestic appliances; fabrics; office furniture. E.S.B. 8466/70/J.

LEBANON

Bulletin 61/70
Import licensing control. E.S.B. 1209/G/J.

MALAGASY REPUBLIC

Bulletin 61/70
Inquiry for consultancy services, plant and equipment for small industries. E.S.B. 6127/70/J.

MALAWI

Bulletin 60/70
Agency inquiry for camping equipment; furniture; outboard motors. E.S.B. 45643/69/J.

Bulletin 61/70
Agency inquiry for domestic hardware; hand tools; knitwear. E.S.B. 6619/70/J.

MALAYSIA

Bulletin 60/70
Inquiry for office equipment; stationery. E.S.B. 8684/70/J.
Agency inquiry for diesel generators. E.S.B. 8316/70/J.

MALTA

Bulletin 59/70
Agency inquiry for conduit pipes and fittings. E.S.B. 8087/70/J.

Bulletin 60/70
Agency inquiry for cement; tiles. E.S.B. 8451/70/J.

NETHERLANDS

Bulletin 58/70
Agency inquiry for lubricating equipment; power transmission equipment. E.S.B. 7861/70/J.
Agency inquiry for junior style outerwear. E.S.B. 8148/70/J.

Bulletin 59/70
Manufacture under licence/agency – bottle labellers; packaging machinery and equipment; textile machinery. E.S.B. 8241/70/J.

Bulletin 60/70
Agency inquiry for whistles; ties. E.S.B. 46221/69/J.

Bulletin 61/70
Agency inquiry for automotive parts. E.S.B. 8682/70/J.

NEW ZEALAND

Bulletin 58/70
Inquiry for diagnostic instrument sets; pharmaceuticals. E.S.B. 8263/70/J.
Agency inquiry for motorcycle and scooter spares and accessories. E.S.B. 8150/70/J.

Bulletin 61/70
Inquiry for crankshanks, cylinder heads; crankshafts. E.S.B. 8574/70/J.

NORWAY

Bulletin 61/70
Agency inquiry for gloves. E.S.B. 41396/69/J.

NORTH AMERICA

Bulletin 60/70
North America store buyers visit London. E.S.B. 6235/70/J.

PHILIPPINES, REPUBLIC OF

Bulletin 59/70
Agency inquiry for chemicals. E.S.B. 8099/70/J.

QATAR

Bulletin 59/70
Inquiry for aluminium sheets; galvanized sheets; sound proofing material; steel bars. E.S.B. 7840/70/J.
Inquiry for games; novelties; sportswear; sports equipment. E.S.B. 2583/70/J.

Bulletin 60/70
Inquiry for machine tools. E.S.B. 1923/70/J.

Bulletin 61/70
Inquiry for domestic electrical appliances; furniture; refrigerators; vehicle spare parts. E.S.B. 8793/70/J.

Bulletin 62/70
Agency inquiry for electric light bulbs; fluorescent lighting and fittings. E.S.B. 8422/70/J.

SENEGAL

Bulletin 61/70
Agency inquiry for preserved food; salt; tea. E.S.B. 6841/70/J.

SINGAPORE, REPUBLIC OF

Bulletin 59/70
Agency inquiry for white metal. E.S.B. 2787/70/J.

Bulletin 60/70
Inquiry for steel track. E.S.B. 7267/70/J.
Agency inquiry for shirting material. E.S.B. 6506/70/J.
Inquiry for nylon/rayon material. E.S.B. 51630/69/J.

SOUTH AFRICA

Bulletin 58/70
Inquiry for pneumatic mole. E.S.B. 8265/70/J.
Inquiry for turnkey hotel construction. E.S.B. 7708/70/J.

Bulletin 59/70
Agency inquiry for pipe fittings. E.S.B. 8109/70/J.

SPAIN

Bulletin 59/70
Inquiry for rubber gloves. E.S.B. 8565/70/J.
Agency inquiry for testing equipment. E.S.B. 8211/70/J.

Bulletin 60/70
Inquiry for stationary engines. E.S.B. 8545/70/J.

SWEDEN

Bulletin 58/70
Agency inquiry for cloth. E.S.B. 8266/70/J.
Manufacture under licence – dresses, slacks. E.S.B. 5050/70/J.

SWITZERLAND

Bulletin 58/70
Agency inquiry for disposable clothing and articles. E.S.B. 8012/70/J.
Agency inquiry for construction equipment; transport equipment. E.S.B. 8025/70/J.
Inquiry for fabrics, table linen. E.S.B. 6467/70/J.
Agency inquiry for bags, cardboard, packaging machines. E.S.B. 8072/70/J.
Inquiry for scarves, costume jewellery. E.S.B. 6714/70/J.

Bulletin 59/70
Inquiry for socks. E.S.B. 8598/70/J.
•1s. Inquiry for glass jars. E.S.B. 8664/70/J.

Bulletin 60/70
Inquiry for electrical appliances; household articles; vending machines. E.S.B. 7828/70/J.

Bulletin 61/70
Agency inquiry for reproduction furniture. E.S.B. 4913/70/J.

TANZANIA

Bulletin 61/70
Inquiry for books, clothing, sports equipment. E.S.B. 6415/70/J.

TRINIDAD AND TOBAGO

Bulletin 61/70
Inquiry for fabrics, steel bars, angles and plates. E.S.B. 51644/69/J.

(Continued on next page)

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers.*

The library opens from 9 to 5.30 Mondays to Fridays (Tel. 01-248 5757, Ext. 368 or Telex No. 886143).

OPPORTUNITIES FOR EXPORTERS, *continued*

UGANDA

Bulletin 58/70
Inquiry for ties. E.S.B. 8486/70/J.

Bulletin 59/70
Inquiry for chair backs and seats. E.S.B. 45704/69/J.

Bulletin 61/70
Agency inquiry for clothing. E.S.B. 8496/70/J.

UNITED STATES OF AMERICA

Bulletin 58/70
Inquiry for tiles. E.S.B. 7042/70/J.
Agency inquiry for electric fence wire. E.S.B. 7315/70/J.

UNITED SRATES OF AMERICA/PUERTO RICO

Bulletin 58/70
Inquiry for steel sheet and coil. E.S.B. 8188/70/J.

UNITED STATES OF AMERICA

Bulletin 59/70
Inquiry for beverages; gift items; speciality and gourmet food items. E.S.B. 8435/70/J.
Inquiry for cheese. E.S.B. 8290/70/J.
Inquiry for metal working machinery. E.S.B. 7705/70/J.

Bulletin 60/70
Inquiry for metal springs. E.S.B. 1935/70/J.
Agency inquiry for castings; gasket materials. E.S.B. 46835/69/J.

Bulletin 61/70
*3s. Inquiry for precision ground cutters. E.S.B. 42514/69/J.
*6s. Inquiry for ceramic bowls. E.S.B. 8320/70/J.
Inquiry for clothing. E.S.B. 8735/70/J.
Agency inquiry for bells; horns; sirens. E.S.B. 8417/70/J.
Agency inquiry for cranes; locomotives; materials handling equipment. E.S.B. 28691/69/J.

VENEZUELA

Bulletin 58/70
Inquiry for flannel. E.S.B. 8163/70/J.
Joint venture – pipe fittings. E.S.B. 7083/70/J.

Bulletin 59/70
Inquiry for Scotch whisky. E.S.B. 8431/70/J.
Agency inquiry for simulators. E.S.B. 8360/70/J.

VARIOUS

Bulletin 58/70
Visits by British overseas commercial representatives. E.S.B. 28949/69/J.

YUGOSLAVIA

Bulletin 59/70
Agency inquiry for packing machinery; veterinary medicaments; pharmaceutical raw materials. E.S.B. 8084/70/J.

ZAMBIA

Bulletin 59/70
Inquiry for confectionery; giftware; knitwear; neckwear. E.S.B. 7729/70/J.

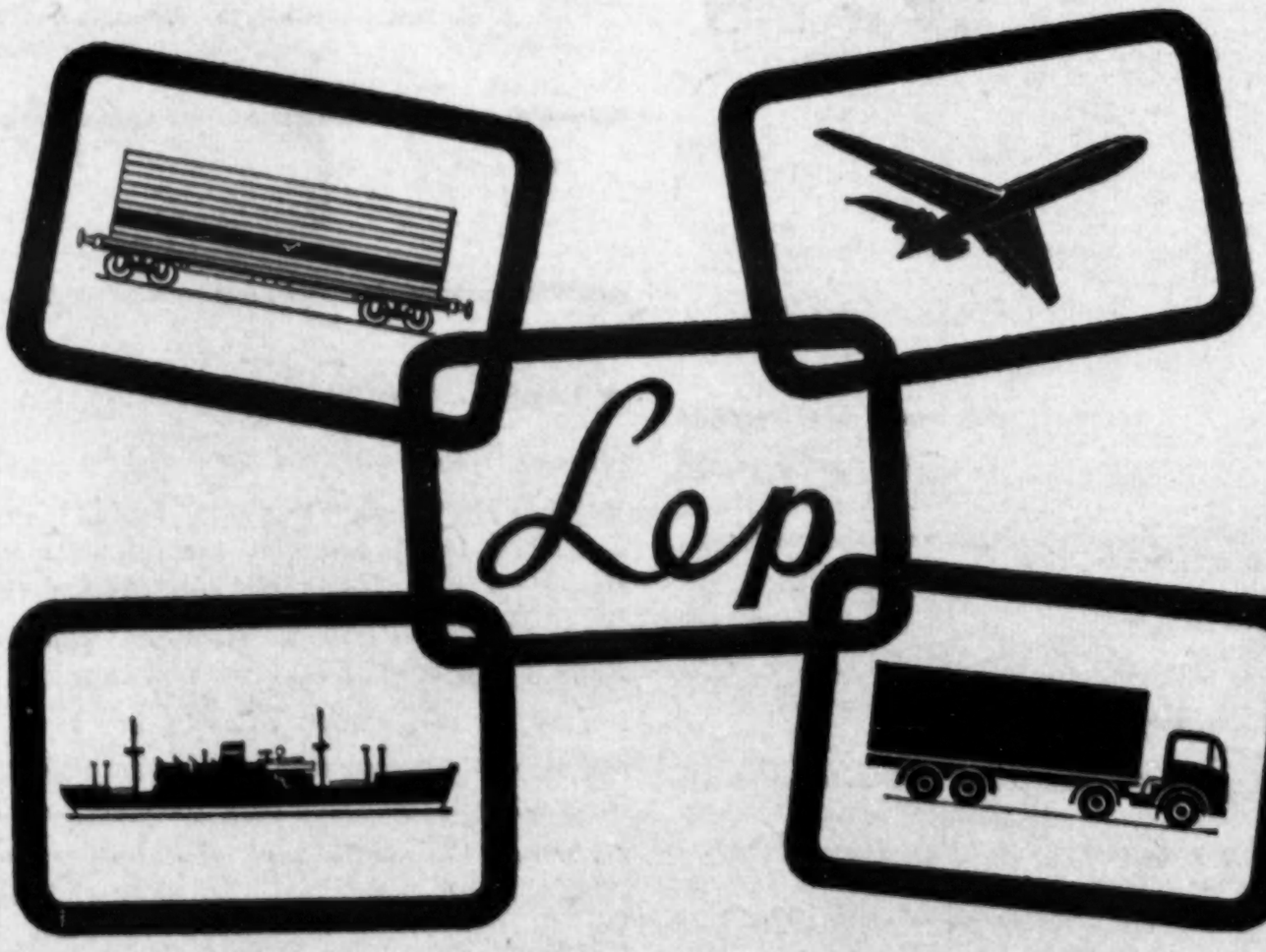
Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices "*... essential statistical data on the really important aspects of this country's trade ... in exceedingly convenient form.*" – *The Times*
Monthly 5s. (*by post* 5s. 6d.). Annual subscription £3 6s. including postage.

Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569 S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller,

HMSO



All the way ...

The seventy offices and depots of the Lep Organisation in the United Kingdom work with more than 50 Lep overseas companies as well as with an extensive network of agents to provide a complete international transport service for the exporter. Whether your goods go by air, rail, road or sea, the Lep Organisation will take care of collection, documentation, insurance, packing, warehousing, despatch — in fact, the complete transport operation right through to delivery.

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Lep Transport Ltd.
Head Office: Sunlight Wharf,
Upper Thames Street, London, E.C.4.
Telephone: 01-236 5050
Telex: Transport Ldn. 887282/3
or your local Lep Transport Office.

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in January 14 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page 723 of March 18 issue) or the Export Services Division, Hillgate House, 35 Old Bailey London, E.C.4 (Tel. 01-248 5757).*

Distribution networks in the United States

MR. NEVILLE M. BARTON, managing director of Advanced International Marketing, of London and Sheffield, leaves shortly on a six-week selling tour of the United States. He hopes to set up distribution networks for Dormer mariner's vices (claimed to have three times the grip at only half the pressure of conventional vices), Asquith hand-made jewellery, various engineering products (including machine, hand and hydraulic tools), and such marine lines as yachts, motor sailers and fittings.

AIM is helping many British firms to export their products, providing essential management services, etc.

Off to the Middle East

MR. F. B. TRAININ, chairman, Virilium Co. Ltd., London, leaves in mid-April for a visit to the Lebanon, Iraq, Turkey and Syria. His company's main products are dental equipment and materials.

Mr. Trainin, a qualified dental surgeon, lectures all over the world on dental implant surgery – on this visit, for example, he will lecture at Baghdad University. He will also be surveying market prospects and seeking to appoint representatives.

How to increase exports

FOUR MAIN RECOMMENDATIONS for increasing exports to Mexico are made in the report of the BNEC mission which visited Mexico last November.

(1) British firms seriously interested in selling to Mexico should attach a first-class executive to the staff of a suitable Mexican firm. The British company would thus provide the product and specialized sales know-how and the Mexican firm would contribute local trading skill, commercial connections and an established organization.

(2) Missions to Mexico should be organized from individual sectors of industry, including automobile components and equipment, also airport equipment and services.

(3) British industry should concentrate on specialized exhibitions in Mexico in specific product areas, on a planned three-year cycle recommended by the British Embassy.

(4) British firms must match the level of commissions paid by American and other foreign firms if they want to get the right people to work for them.

Mr. J. Peter Ford, leader of the mission and chairman, BNEC Latin America, writes in the introduction: 'Our American, Japanese and West European competitors are in constant personal touch with their customers. British manufacturers can be equally successful in Mexico if they take the same trouble to make the right agency/distribution arrangements and to cultivate their Mexican customers on the spot.'

The report is available from: BNEC Publications, 10 Carteret Street, London, S.W.1.

British executive honoured in United States

MR. R. E. BURNETT, managing director of Marconi Instruments, recently returned from an eight-day tour of the United States. Highlight of the tour was a luncheon attended by more than 200 people at a leading hotel in New York, when Mr. Burnett was the guest of honour of the Executive Association of the Graduate School of Business Studies, Columbia University – the first time a non-American had been honoured in this way. This honour was in recognition of Marconi Instruments' impressive record – over 50 per cent of the company's products are exported, approximately one-fifth going to dollar markets.

Mr. Burnett's coast-to-coast, 18,000-mile itinerary also included meetings with agents, major customers and branch offices in many cities.

Australian trip

MR. TERRY BURNS, director of Mills Brothers (Sheffield) Ltd. and Bowkers Ltd., left recently on a 40,000-mile trip to Australia and will be away for nearly five weeks. His 'sample case on wheels', weighing 100 lb. and containing a complete installation of Mills beer measures and pumps, had been sent on ahead to await his arrival.

Doubtless there will be considerable interest in the demonstration unit for the Mills 'Cellarmatic' beer system, recently adapted to measure Australian-type draught beers and for use in drink vending machines. Other products for beer handling include low-pressure CO_2 gas line fittings and a new quick-release beer tap.

Mr. Burns will visit existing Bowker agents to introduce them to the Mills range. Bowkers manufacture spirit measures and quick-serve pourers and have already secured several major export contracts from Australia.

Mr. Burns, aged 37, is a member of the Sheffield Junior Chamber of Commerce. This is his first trip to Australia, which is in conjunction with Engtrade 12, organized by the Engineering Industries Association (see Outward Mission, col. 3).

INWARD MISSION

Visitors from France

ONCE AGAIN the Sheffield tool industry is taking the initiative in selling to export markets by inviting an inward trade mission from France to Sheffield. The visit follows that of the successful Dutch mission in 1969. The party of 15 is visiting Sheffield as guests of the Federation of British Hand Tool Manufacturers from April 6 to 10.

Active support is being given to the mission by the British Embassy in Paris and an Embassy official is accompanying the party. Also included is a representative of the French trade press. While in Sheffield, the mission is visiting the factories of host companies and visiting an exhibition at the Grosvenor House Hotel.

The organizers hope, as a result of the mission, to sell more British-made hand tools to France, and particular emphasis is being given to the product and marketing advantages of British hand tools.

Members of the mission will be guests of the Master Cutler, the Hon. Mark Balfour, at a special reception at the Cutlers' Hall and will also attend a dinner to be held at the Hallam Tower Hotel.

OUTWARD MISSION

Off to New Zealand and Australia

NINETEEN British engineering firms are participating in an outward trade mission, Engtrade 12, to New Zealand and Australia. The firms are drawn from a wide sector of engineering, covering boiler tube cleaning equipment, brickmaking machinery, electronic equipment, packing and quilting machines, beer pumps, commercial vehicle bodybuilding, hydraulic hammers and machine tools.

The mission will be away for four weeks, under the leadership of Air Commodore L. E. Jarman, director of the Engineering Industries Association.

This is the 12th trade mission organized by the EIA and the second to Australia. The mission will also spend two days in Singapore.

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

Carpet for Paris restaurant

An interesting geometric design by David Hicks was selected for the carpet laid in the Elysee II Restaurant in Paris – 262 yds. of this carpet, 27in. wide, were produced by John Crossley & Sons Ltd. in their Crown Saxony quality Wilton with a pure new wool pile, and supplied by Cottin Jonneaux of Paris.

£150,000 orders currently in hand

Graham-Enock Manufacturing Co. Ltd., who manufacture a range of dairy equipment, report that nearly 50 per cent of their output in recent years has been to overseas markets. Export orders to the value of nearly £150,000 are currently in production on the shop floor or being planned for production within the coming few weeks, for despatch to Malta, Australia, Iran, Belgium, Greece, Ecuador, Uruguay and Costa Rica.

These orders follow a £50,000 order from the USSR which was completed and despatched in December – a 400-bottle-per-minute line destined for one of the main Moscow dairies. Three such lines had been supplied previously by the company to the USSR.

Graham-Enock plant has also been supplied to Bulgaria, Rumania, Czechoslovakia and Poland. It is to be found in dairies throughout the world, including most other European countries, also in Israel, Egypt, India, Ceylon, South Africa, Kenya, Burma, New Zealand, the Argentine, Brazil, Colombia and Peru.

$1 million apartment block in Canada

A 15-storey, 101-apartment block for senior citizens is to be built in New Westminster, British Columbia, by Laing Construction and Equipment Ltd., Canadian member of the Laing Group, as a result of a $1 million contract awarded by the Rotary Housing Society.

Record year for hose and belting

Direct exports in 1969 of Angus belting and rubber hose products from factories at Cramlington and Newcastle reached an all-time record of £1,285,000 – an increase of no less than 69 per cent over the previous year. These results show significant increases in most areas of the world – up 19 per cent in the Middle and Far East, 67 per cent in Africa, South America and the Caribbean, and 191 per cent in Europe.

The company regard the dramatic increase in European sales as particularly gratifying in view of the sophistication of the markets, intensity of competition and high tariff barriers which frequently have to be faced.

£90,000 order from Russia

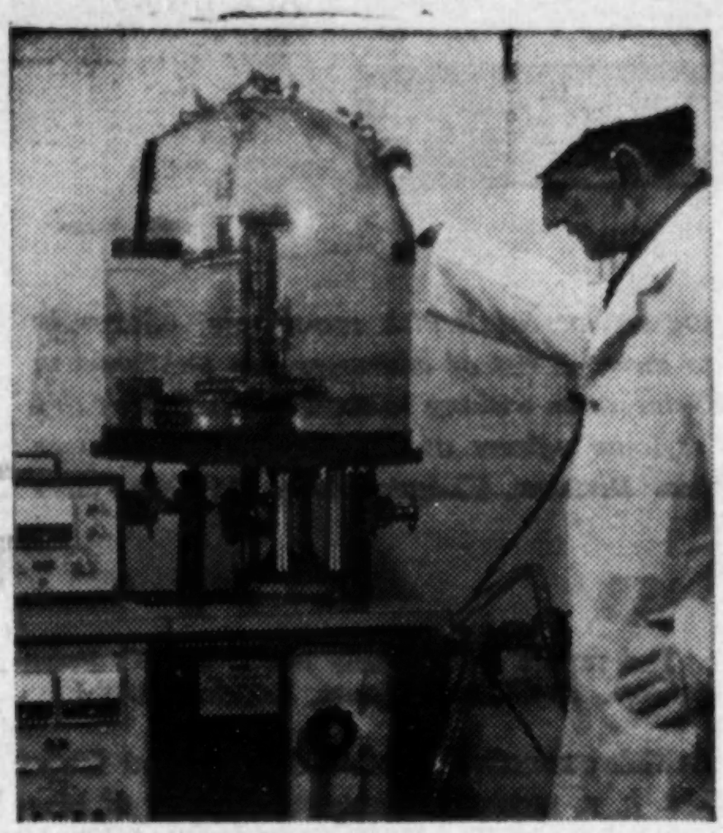
An order for 5,250,000 yards of narrow elastic fabric, worth more than £90,000, has been placed by the Russians with Clutsom-Penn International Ltd., the Coalville-based stretch fabric manufacturers.

'This is more than 30 per cent up on an order for our elastics which we had from the USSR last year,' says Mr. T. H. J. Spencer, the company's export manager.

For the very first time the Russians have ordered their lingerie and foundationwear elastic from Clutsom-Penn not only in white but in colours – pink and blue.

Computers for Germany

Three German companies, all of them with headquarters in Munich but operating in different business areas, have ordered Honeywell model 125 computer systems. The contracts are worth more than £350,000.

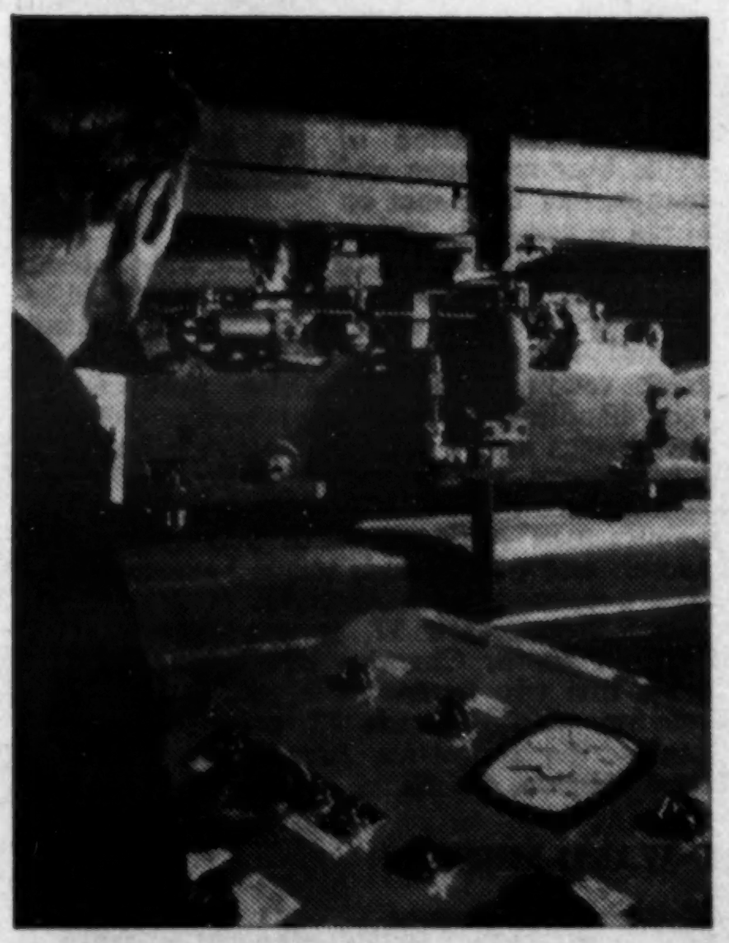


A bellows sealed valve, destined for use in a nuclear power station, undergoing leak detection tests in the laboratory of Newman Hender (Trowbridge) Ltd., a member of the Pegler-Hattersley Group. Bellows valves are widely used throughout the world.

£500,000 diesel engine order

The Mexican vehicle manufacturer, Diesel Nacional SA, has placed an order with Cummins' Darlington factory for nearly 1,000 V8 diesel engines, valued at over £500,000. The order follows one placed by the same manufacturer in July last year for 3,200 V6 diesel engines worth £1.3 million.

A total of 80 per cent of engine production at the Cummins' Darlington plant is exported; over 15,000 trucks operating in Mexico are fitted with power units built at this Co. Durham factory.



A 60,000 lb. single chain drawbench undergoes proving tests before despatch to India. Designed and built by Brookes (Oldbury) Ltd., a TI company of Warley, Worcs., the drawbench will soon be installed in the Jamshedpur Tube Works of the Indian Tube Co. of Calcutta. Brookes engineers will fly to India to install and commission the drawbench.

Orders for HS748s

Zambia Airways Corporation take delivery of their first Hawker Siddeley 748 Series 2A aircraft later this month. This was announced in London after the signing of a contract for two aircraft, with an option on a further three.

The second HS748 will be delivered in June, but ZAC are leasing another aircraft from Hawker Siddeley Aviation to enable scheduled services to start from Lusaka on April 1 with two HS748s.

Five ZAC pilots are currently completing a conversion course on the aircraft at Hawker Siddeley's Woodford (Cheshire) airfield.

This latest order follows an intensive evaluation of HS 748 during which ZAC leased an aircraft for three weeks in January and operated daily services on their route network.

Equipment for Swedish tanker

Norsk Marconikompani A/S, Oslo, an associated company of The Marconi International Marine Co. Ltd., Chelmsford, Essex, recently completed a comprehensive installation of communcations and navigational aid equipment on the new 228,250 dwt tanker 'Thorshammer' built in Sweden. The installation includes products supplied by the British company, including the new Marconi Marine low-line communications console containing a 'Salvor II' MF reserve transmitter and an 'Argonaut' VHF control and remote switching unit.

'Thorshammer's' navigational aids include a 'Lodestar' automatic direction-finder, and independent 'Seagraph III' and 'Metron II' echo-sounders.

Information for sports spectators

Hird-Brown Ltd., Bolton, Lancs., have won on order from Stockholm for an electronic information board for use during the 1970 European Games. The board has 208 16in.-high letters. The order was won in competition with Dutch and Hungarian rivals.

An information board has also been ordered for the 1970 Commonwealth Games in Edinburgh, while a recently installed board, with 150 17½in.-high letters, can be seen at Wembley Stadium.

The boards, which are solid state and have a low-weight factor, cost £30,000 each.

£40,000 order for Brazil

Turners Asbestos Cement Co. Ltd., a subsidiary of Turner & Newall, will supply 1.5 million sq. ft. of Turnall partition board to an approximate value of £40,000 for the Amazonas Hospitals Contract, Brazil. The main contractor is Coseley Buildings Ltd., Wolverhampton, who were awarded the contract jointly with IPCHS, London.

Belting for West Pakistan dam

An order valued at £100,000 has been awarded to BTR Leyland Industries Ltd. to supply top quality, high tensile conveyor belting for phase II of the Tarbella Dam construction in West Pakistan. This is the second important contract to be awarded to BTR Leyland – only last year they gained a similar belting order for phase I of the project.

The new contract, obtained through Impregilio, the Italian dam building experts, and won in the face of strong opposition from German and Japanese manufacturers, calls for 3,500 metres of Silvercord belting. BTR Leyland have also been asked to splice and commission the belts, which will be carried out on the site by their own experts already working on the phase I contract.

Equipment for Canadian paper plant

Eimco (GB) Ltd., St. Neots, Hunts., have received an order to supply a complete caustic recovery system for the Melville Pulp and Paper Project's new £12.5 million mill at Stephenville, Newfoundland. All equipment involved is of British origin.

Main contractor is the Walmsley (Bury) Group Ltd., and Eimco's share of the contract is valued at £190,000.

Largest label order from Austria

An order from Austria for two million garment labels has been won by P. P. Payne's labelling products division – the largest order the company has received from that country. The order was placed by a clothing manufacturer in Vienna through Payne's Austrian agent, A. Mader. Besides the customer's trade mark. The labels will show Continental washing instructions.

Large process vessels for Eire

Whessoe Stockton Works Ltd. have started on a contract from the Pfizer Chemical Corporation to supply eight process vessels which will form part of a new £11 million production facility at Ringaskiddy, Co. Cork, Eire. The vessels, approximately 18 ft. in diameter by almost 90 ft. long, are to be fabricated in stainless steel and supplied complete with all internal components.

Better communications in Jamaica

Cable and Wireless developments at Montego Bay, on the north coast of Jamaica, are expanding the booming holiday resort's communication links. Cable and Wireless (West Indies) Ltd. recently opened a telegraph office, providing a 24-hour service for holidaymakers and businessmen. The office, with a staff of 18, is linked to the company's Central Telegraph Office in Kingston and will operate through a new computer-based message-switching centre. Telegrams will then be routed automatically to their destinations around the world.

Another Cable and Wireless project due for completion later this year is a coastal radio station at Montego Bay, supplementing one already in operation at Kingston, and providing a two-way ship-to-shore link.

£208,000 order for tile machinery

Adams Powel Equipment Ltd., Gateshead, Co. Durham, have won an order worth £208,000 for concrete roof-tile making machinery. The contract, won against strong competition from the Federal Republic of Germany, is to supply, install and commission a high-output plant for a European industrial group. The plant will include the company's recently introduced continuous-action machine capable of producing more than 5,000 tiles an hour – enough to roof five large houses.

During 1969 and early 1970, the company have supplied machinery to the Democratic Republic of Germany, the United States, Italy, Norway, France, Switzerland, Australia and South Africa. More than 85 per cent of Adams Powel production goes abroad.

Tapes for Germany – by hand!

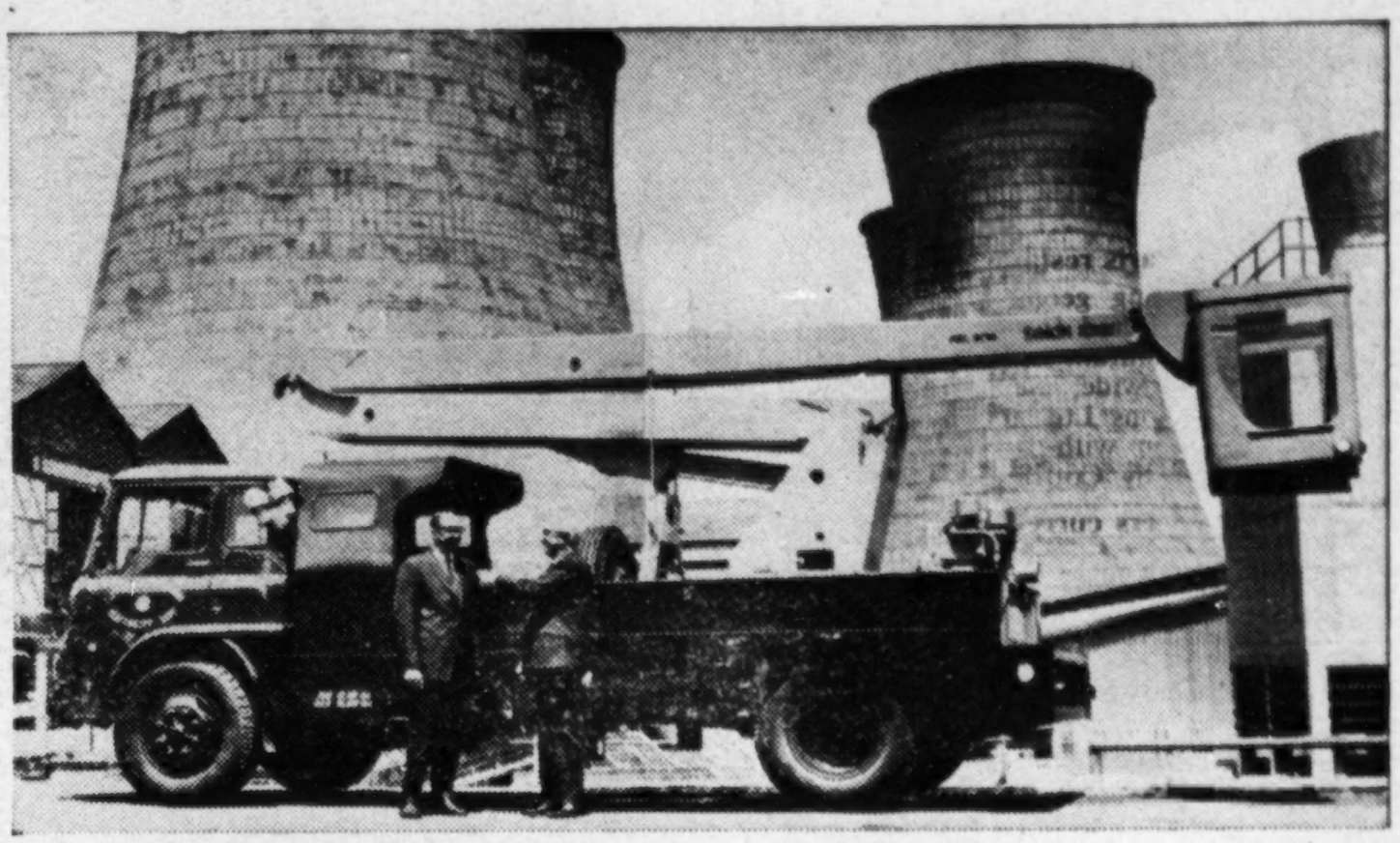
Jacobs Kaffee, leading coffee importers and distributors in Germany and Austria, pack their coffee in bags sealed with 'Sellotape' self-adhesive printed tape which is under-surface printed in a range of colours to indicate the grade and price of the coffee. As coffee prices changed in Austria on March 16, Sellotape Products Ltd., Edgware, Middx., received an urgent request from Jacobs Kaffee in February to supply them with tape bearing the new prices.

The company was able to execute this order and the goods were ready for shipment on March 11. However, because of the hold-up of cargo shipments from Heathrow, delivery could not be guaranteed by the 13th. The problem was overcome by the decision to send Mr. Frank Gordon, a German-speaking member of the staff, to Vienna. He took part of the order with him in cartons, was met at Vienna Airport by car, and then driven straight to the Jacobs Kaffee factory where workers were standing by to apply the tape.

£100,000 Canadian contract

An order for oil mill machinery for Canada has been won by Rose, Downs & Thompson Ltd. (a Davy-Ashmore company), despite powerful American competition. The contract, worth nearly £100,000, is an important breakthrough for the Hull company, who sell equipment to over 100 countries but have encountered severe competition in North America. The equipment, to be installed in Altona, Manitoba, comprises two 'E'-type screw presses with associated cookers and filter presses, together with a new design of flaking roll for soya bean and rapeseed.

The screw presses are already in world-wide operation – there are installations in the USSR, Japan, Turkey, Italy, Greece and Spain.



The one-hundreth Simon hydraulic platform to be sold in South Africa. It was bought by the Johannesburg City Council's Electricity Department which now has 21 Simon platforms – the largest number owned by any municipality in Africa. This particular platform is mounted on a South African made Bedford chassis, whilst decking and bodywork were also provided in South Africa. The picture shows Mr. W. H. Peterkin (right), manager of the Mechanical Handling Department of Kopper Engineering Ltd., agents for Simon Engineering Dudley Ltd., handing over the keys of the hydraulic platform to Mr. W. Barnard, manager of maintenance and operations of the Johannesburg Electricity Department.

Conveyors for Russia and Far East

Two more substantial export orders – one from Russia and the other from the Far East – have been won by Fourways (Engineers) Ltd., of Lye, Stourbridge, Worcs., a member of the Allen (Tipton) group of companies. The Russian order, worth £10,000, is for two special conveyors for a new paper mill in Siberia. The Far East order, valued at £20,000, is for a second complex of chain and slat conveyors to handle 45-gall. oil drums. This order has been placed by an international petroleum company for a new handling plant being completed in Singapore. Fourways received the first order for a similar complex last November.

These latest orders bring the total of export business received in the past five months to nearly £90,000.

Anode rodding plant for Bahrain

An order for the supply and erection of a complete anode rodding plant at the new aluminium smelter in Bahrain has been received by Wellman International Engineering Ltd., London. This order was placed by British Smelter Constructions Ltd., main contractor for the smelter to ALBA (Aluminium Bahrain). The total contract is valued at about £850,000.

£160,000 contract from Iraq

Labgear Ltd., a member of the Pye of Cambridge Group, have been awarded a contract by the Iraq Government for the supply of 250 single-sideband radiocommunications packsets to the Iraq mobile police force. The contract, awarded against world-wide competition, is valued at £160,000.

Lighting fittings in demand

In addition to the biggest lighting contract ever handled by Thorn Lighting outside the United Kingdom – for the £40 million Carlton Centre at Johannesburg – Thorn Lighting's international division reports further orders.

In Brazil the division has received the first stage of a big order – with City Electrical Factors of Shrewsbury – to supply fluorescent light fittings for 12 major hospitals.

In Kuwait, a £10,000 order has been received to supply air handling fluorescent light fittings for a new extension to the main office block of the Kuwait Oil Company.

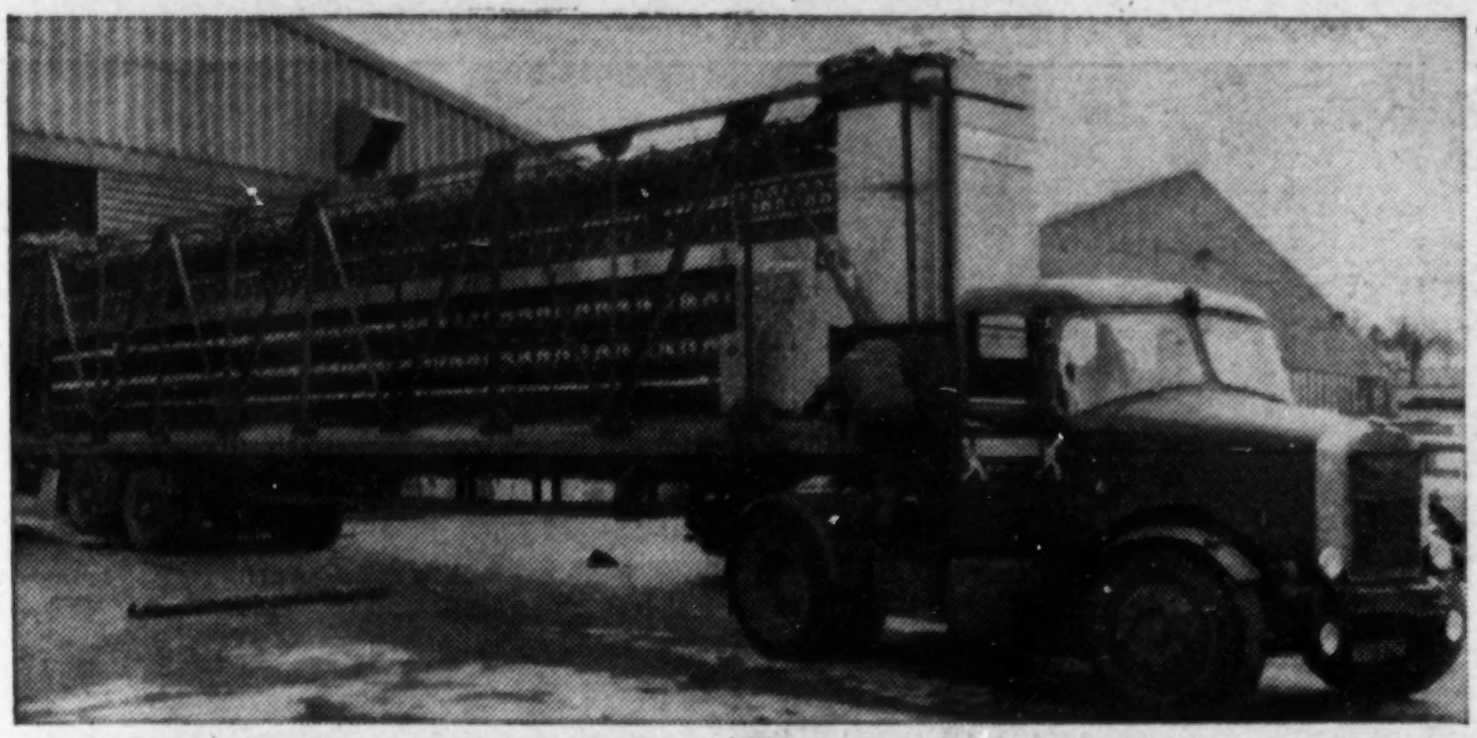
In Belgium – in conjunction with S.A. Craft, principal Belgian distributors, a contract has been received from the Daniel Construction Company for £19,000 worth of fluorescent lighting equipment for the new factory of the Radio Corporation of America now being built at Herstal.

From South America comes an order to supply 1,750 street lighting lanterns for the Electricity Corporation of Quito, Ecuador.

Finally, a further order has been received from City Electrical Factors, Shrewsbury, for several hundred Atlas fluorescent fittings with metal reflectors for nine schools in the Caribbean area.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers contracts open for tender and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters' Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Division of the Board of Trade.*



Ernest Scragg & Sons Ltd., Macclesfield, have delivered their 100th export SuperSet machine for producing set polyester yarns and stretch yarns. The SuperSet was commercially launched at the Greenville exhibition in America last October. The machine shown above leaving the Scragg Langley assembly works is part of an order for SuperSet machines at an installed value of over £2 million now in course of delivery to Germany.

Ten more HS 748s for India

Hindustan Aeronautics Ltd., Kanpur division, have ordered 10 more Hawker Siddeley 748s. These will be manufactured and assembled in the HAL plant at Kanpur from materials supplied by Hawker Siddeley Aviation. This brings the orders for the HS 748 received so far from India to 69 aircraft, and total orders for Hawker Siddeley 748s of all types to 229 aircraft.

Sales to Japan exceed £500,000

Keihin-Hanshin have placed an order for Sperry 'Gyrofin' ship stabilization systems to meet the requirements of five car ferries now under construction. The order follows a similar order by Nippon Car ferries for four vessels (announced last September), bringing the total 'Gyrofin' order book for Japan to well in excess of £500,000. TKS, Sperry's associated company and distributors in Japan, booked both orders.

£13 million orders for gas turbines

Contracts worth £13 million for 21 gas turbines have been won in Scandinavia, North America, Africa and the Middle East by English Electric-AEI since their merger. Dr. Rizk, general manager, gas turbine division of English Electric-AEI Turbine Generators Ltd., recently announced orders for 340 MW of generating equipment and 125,000 hp of pumping plant, with a total value of £13 million, of which 95 per cent is for export.

The most recent of these contracts, worth some £7 million, cover two complete 63.5 MW power stations for the Swedish State Power Board, four 28 MW plants for Finland, together with a 36 MW gas turbine order which is in the final stages of negotiation.

Other new overseas business includes four single-jet gas turbines for Australia, Kenya, Zambia (2), and heavy-duty gas turbines for Iraq, bringing the total sales aggregate of English Electric-AEI gas turbines to 213 machines with a gross power of 4,230,000 hp.

Sulphuric acid unit for Ontario

Simon-Carves of Canada Ltd., the Canadian subsidiary of Simon-Carves Chemical Engineering Ltd. (Sim-Chem), will design and construct the sulphuric acid unit associated with a new zinc metal plant being built at Timmins, Ontario, for Ecstall Mining Ltd., a subsidiary of the Texas Gulf Sulphur Company.

The 700 tons a day unit will capture sulphur dioxide generated in the zinc production process and will convert it into sulphuric acid, using the Monsanto vanadium catalyst. Production will begin in 1972.

Flight simulator for Colorado

Redifon Ltd., a member of the Rediffusion Organization, have received an order from United Air Lines, Denver, Colorado, for a Boeing 727-222 digital flight simulator, with a three-axis motion system. This is the third flight simulator to be equipped with the Redifon 2000 computer, and UAL is the first American airline to adopt this computer. It is also the fourth simulator to be ordered from Redifon by UAL.

Further contract for Hong Kong

Aiton & Co. Ltd., Derby and Sunderland (Whessoe Group), have secured a contract valued at approximately £150,000 from International Combustion Ltd. for the supply of boiler integral high-pressure steam reheat and feed piping systems for installation at the Tsing Yi power station of the Peninsula Electric Power Company of Hong Kong.

£275,000 orders from Indonesia

Orders totalling more than £275,000 for crumb rubber processing machinery for Indonesia have been gained by Guthrie-Pullen Ltd., Croydon, Surrey – a member of the Guthrie-Corporation group. The orders cover the supply of equipment for seven new factories in Java and north and south Sumatra, delivery of which will begin in the next few weeks.

These latest orders bring the total value of Dynat rubber processing equipment ordered from Guthrie-Pullen for Indonesia during the past nine months to nearly £1 million.

REPORTS ON SCIENCE ABROAD

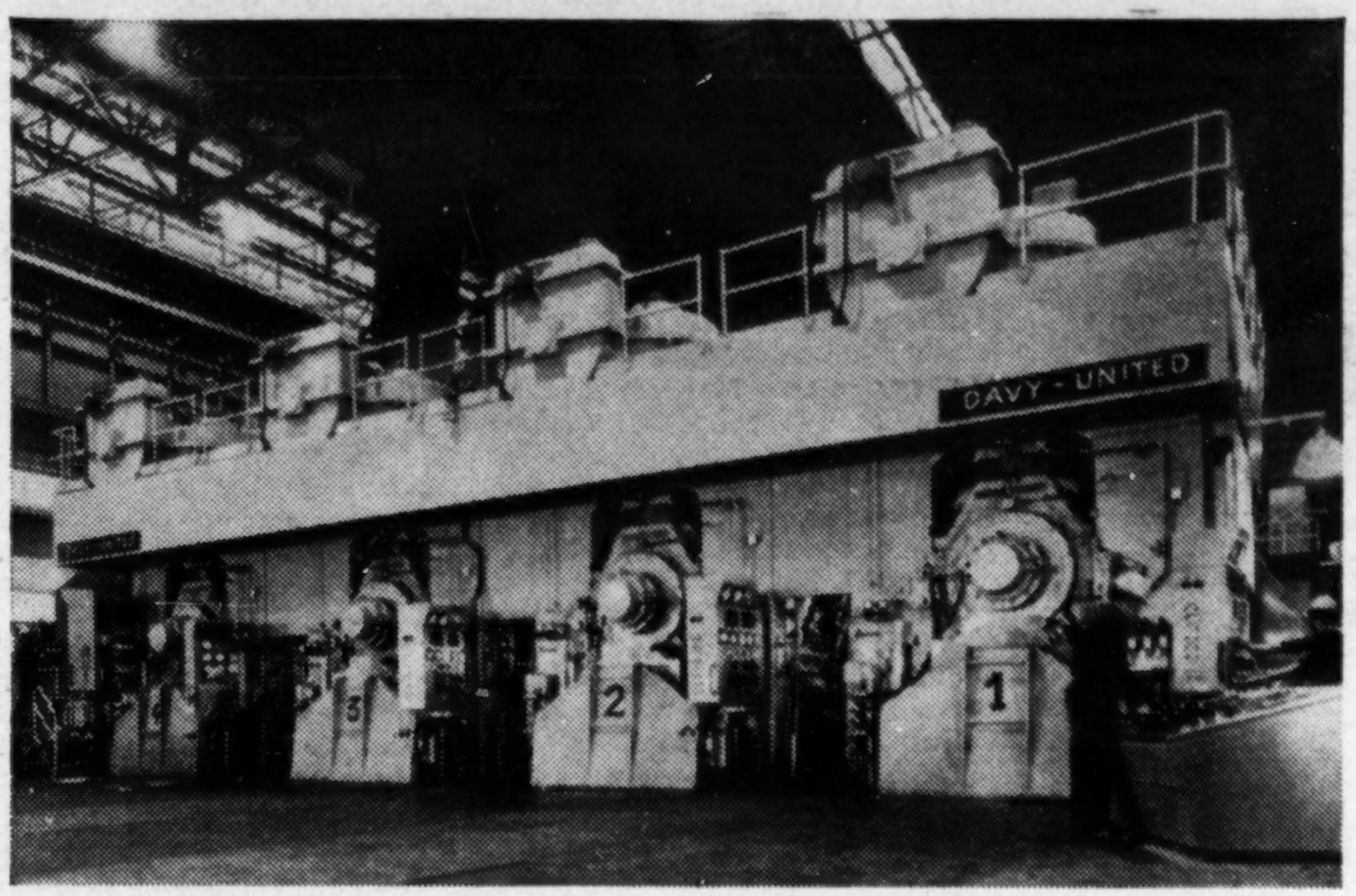
The United Kingdom Scientific Mission have prepared the following reports. Copies of the reports which are available for distribution in the United Kingdom only, are available free from the Department of Education and Science, International Scientific Relations Division, Africa House, Kingsway, London, WC2 (Tel. 01-405 3422, Ext. 115).

3rd International Symposium on Computer and Information Science, by H. K. Bourne. 4 pages. *UKSM Report No.* 70/3. The third COINS Symposium was held at Bal Harbour, Fla., from 18 to 20 December, 1969 with the theme of "Software Engineering". Software is the core of computer and information science and plays a vital role in all applications of computers. Remarkable advances have been made in software engineering in the last five years and many new ideas, approaches and techniques have been generated by people with different disciplines and backgrounds. Unfortunately, there have been deficiencies in coordination and integration among the proposed methodologies. The main object of this symposium was to bring together scientists, engineers, educators and administrators, who have been actively involved in this work, to review their research problems and to lay the groundwork for the unification of proposed theories, techniques and algorithms. This meeting with 40 papers and discussions held an attendance of about 350. It was highly specialized; and many of the papers were somewhat abstract in nature and it was difficult to obtain anything concrete out of these. Even the experts held this opinion. The full proceedings will be published by Academic Press later this year. No attempt is made to summarize the papers but some of the observations made by the writers are given in this report.

A Visit to the Institute of Marine Sciences of the University of Miami, by M. D. Ashton. 4 pages. *UKSM Report No.* 70/4. Some of the activities of the Institute of Marine Sciences seen during a recent visit are described in this report. These include studies of the physical properties of water and sea water and anomalies in these properties, analysis of deep-ocean sediments for trace elements, and studies of the effects of traces of chlorinated hydrocarbons upon fish and surface slicks.

The 25th Anniversary Conference of the Reinforced Plastics/Composites Division of the Society of the Plastic Industry. Part 1—General Developments in Reinforced Plastics and Composites, by M. D. Ashton. 2 pages. *UKSM Report No.* 70/13. Papers describing the general growth of the FRP industry in the US, the way in which FRP materials are being used in automobiles and aircraft, and novel developments in reinforcing materials, polymides and surface bonding chemicals are summarized.

The 25th Anniversary Conference of the Reinforced Plastics/Composites Division of the Society of the Plastics Industry. Part II—Developments in High Performance Composite Materials, by M. D. Ashton. *UKSM Report No.* 70/14. Papers dealing with some of the aerospace applications of boron and carbon fibre—reinforced plastic composites and with investigations of methods of testing and improving the reinforcing fibre-resin matrix bond are summarized.



This Davy-United four-high four-stand tandem cold reduction mill is now in production in the new cold rolling plant of Propulsora Siderurgica S.A. at Ensenada in the Province of Buenos Aires, Argentina. The cold reduction mill is designed to roll steel strip up to 1,575 *mm.* (62 *in.*) *wide at speeds up to* 4,100 *ft/min. and in coils weighing up to* 25,000 *kg.* (55,000 *lb.*) *each.*

£100,000 orders in first year

In its first year of operation a Nottingham company has been responsible for the export of British goods worth £100,000. Brainchild of two local businessmen, Mr. Alan Whysall and Mr. Arthur Steven, the company, Wyvern Export Promotions Ltd., has offices at Gedling, Nottingham.

It was set up to provide active and regular sales representation in a number of overseas markets where, in normal circumstances, companies would find it uneconomical to send their own representatives with the frequency necessary to produce worthwhile business.

Wyvern sales representatives spend not less than a third of the year in their respective markets. To date Wyvern have concentrated their efforts in the Middle East and Scandinavia, but with an enlargement of their sales force they have turned their attention to other areas of the world, including the United States.

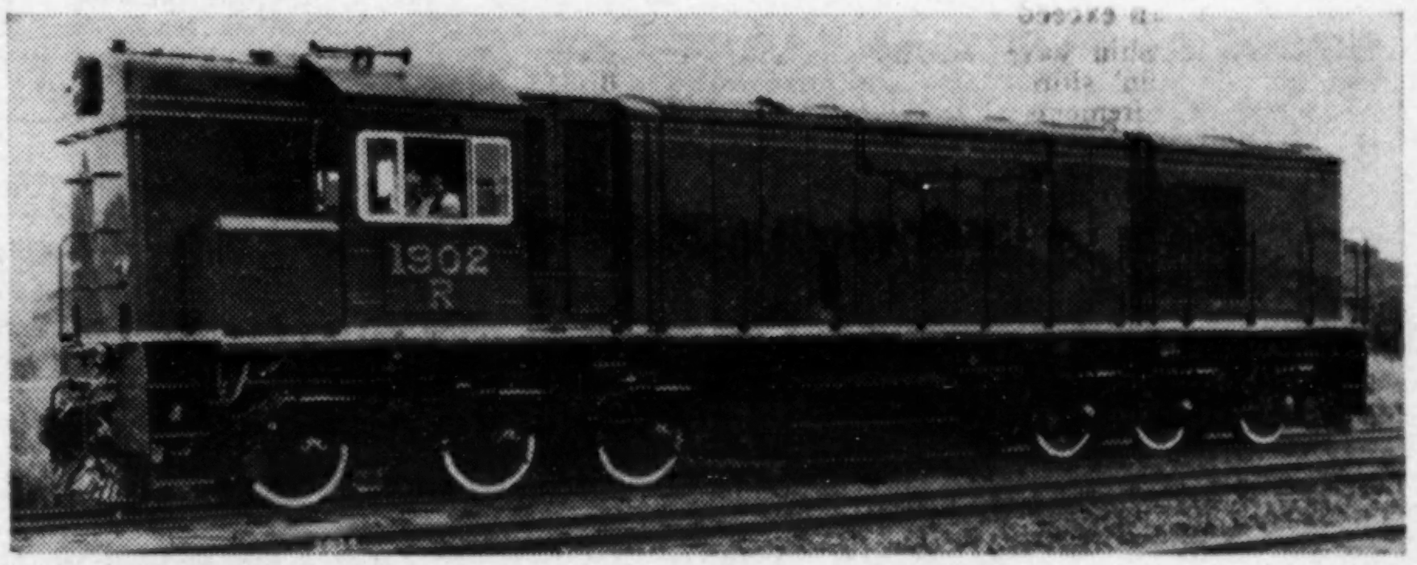
£1.25 million computer for UAR

The Government of the United Arab Republic has placed an order with International Computers Ltd. for a 1906A computer worth £1.25 million. Due to be installed in June 1971 in the Central Agency for Statistics in Cairo, this 196K system will be the most powerful ICL unit in the Middle East and one of ICL's largest single export orders to date.

The configuration of the 1906A provides for sophisticated communication equipment, including visual display units, graph plotters and universal document readers.

This will be the eighth ICL computer installation in the UAR, valued in total at some £3 million.

A palm fruit dumper, for use in transporting the fruit of the African oil palm from the fields to the processing plant has been developed by Barfords of Belton Ltd., of Belton, near Grantham, Lincs.



This 1,950 *h.p. Co-Co,* 3 *ft.* 6 *in. gauge, diesel-electric locomotive, designed and built by GEC-English Electric Pty. Ltd., is shown here in Australia. It is powered by English Electric-AEI Traction for use by Western Australian Government Railways (WAGR) 'R' Class.*

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: *Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance*

Price **9s.** (*by post* 10*s.*). Annual Subscription **£6** including postage.
and a copy of the Definitions of items and units employed in the Digest,

*Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569 S.E.*1*), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.*

HMSO

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations and Proposed Regulations which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations and Proposed Regulations may be seen on application to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

GENERAL

The *Journal Officiel des Communautés Européennes* No. C31 dated March 14, 1970 contains the text of a Proposed Regulation relating to public health problems with regard to intra-community trade in fresh meat. It should be noted that the text of this Regulation when finally approved may differ from the draft text referred to above.

Regulation (CEE) No. 489/70 modifies **Regulation (CEE) No. 204/69** establishing for certain agricultural products exported in the form of goods not covered by Annexe II of the Treaty, the general rules relating to the granting of export refunds and the criteria for fixing their amount (*Journal Officiel* No. L62 dated March 18, 1970). This Regulation will affect products in the following sectors covered by basic **Regulations (CEE) No. 120/67** (cereals), **No. 122/67** (eggs), **No. 359/67** (rice), **No. 1009/67** (sugar) and **No. 804/68** (milk and milk products).

The *Journal Officiel des Communautés Européennes* No. L65 dated March 21, 1970 contains the texts of a number of Regulations affecting various products originating in the Association of East African and Malagasy States or overseas countries and territories as follows:

Regulation (CEE) No. 517/70 relates to the rules applicable to cattlemeat. **Regulation (CEE) No. 518/70** relates to the rules applicable to oils and fats sector. **Regulation (CEE) No. 519/70** relates to the rules applicable to processed products with a fruit or vegetable base. **Regulation (CEE) No. 520/70** fixes the special provisions applicable to the import of goods covered by **Regulation (CEE) No. 1059/69** (processed agricultural products).

Regulation (CEE) No. 521/70 specifies derogatory measures concerning imports into French overseas territories of the following goods:

Common Customs Tariff No.	Description of Goods
01.02 A II	Live animals of the bovine species, domestic, other than pure-bred breeding animals
09.01 A II (a)	Meat of domestic bovine animals, live, frozen, or chilled
10.06	Rice

Regulation (CEE) No. 522/70 relates to the rules applicable to processed products with a cereal or rice base.

Regulation (CEE) No. 540/70 relates to the rules applicable to rice originating in the Association of African and Malagasy States or overseas countries and territories (*Journal Officiel* No. L68 dated March 25, 1970).

Regulation (CEE) No. 572/70 modifies **Regulation (CEE) No. 577/69** relating to prefixation certificates for certain agricultural products exported in the form of goods not covered by Annexe II of the Treaty (*Journal Officiel* No. L70 dated March 27, 1970). This Regulation will affect products covered by the basic **Regulation (CEE) No. 122/67** (eggs).

PIGMEAT

Regulation (CEE) No. 530/70 relates to the partial suspension of certain levies fixed in the pigmeat sector (*Journal Officiel* No. L65 dated March 21, 1970).

Regulation (CEE) No. 547/70 modifies **Regulation (CEE) No. 1665/69** relating to certain measures to be taken in the pigmeat sector following the devaluation of the French Franc (*Journal Officiel* No. L68 dated March 25, 1970).

LIVE PLANTS AND SIMILAR PRODUCTS

Regulation (CEE) No. 537/70 authorizes Member States to take derogatory measures in respect of the quality standards applicable to exports to third countries of certain flower bulbs, corms and tubers (*Journal Officiel* No. L67 dated March 24, 1970).

Regulation (CEE) No. 538/70 modifies **Regulation (CEE) No. 315/68** in so far as it concerns the size of the anemone coronaria (*Journal Officiel* No. L67 dated March 24, 1970).

OILS, FATS AND OILSEEDS

Regulation (CEE) No. 560/70 fixes the conditions for selling olive oil held by the Italian Intervention Organization (*Journal Officiel* No. L69 dated March 26, 1970).

MILK AND MILK PRODUCTS

The *Journal Officiel des Communautés Européennes* No. C31 dated March 14, 1970 contains the text of a Proposed Regulation to modify **Regulation (CEE) No. 804/68** which is the basic Regulation establishing a common organization of the markets for milk and milk products, in so far as it concerns the granting of export refunds. It should be noted that the text of this Regulation when finally approved may differ from the draft text referred to above.

Regulation (CEE) No. 491/70 modifies **Regulation (CEE) No. 986/68** establishing the general rules relating to the granting of aid for powdered skimmed milk intended for animal feedstuffs (*Journal Officiel* No. L62 dated March 18, 1970).

Decision No. 70/61/CEE relates to the indemnification for stocks of starch, powdered skimmed milk, butter and milk cream, affected by the fall in the intervention price following the revaluation of the Deutsche Mark (*Journal Officiel* No. L16 dated January 22, 1970).

Regulation (CEE) No. 561/70 relates to the proof which must be given following applications for premiums for the non-marketing of milk and milk products (*Journal Officiel* No. L69 dated March 26, 1970).

Regulation (CEE) No. 579/70 extends the 1969/70 Milk Marketing Year to July 31, 1970 (*Journal Officiel* No. L70 dated March 27, 1970).

Regulation (CEE) No. 580/70 modifies the premiums system for the slaughter of dairy cows (*Journal Officiel* No. L70 dated March 27, 1970).

CATTLEMEAT, BEEF AND VEAL

Regulation (CEE) No. 568/70 modifies **Regulation (CEE) No. 1084/68** in so far as it concerns the rate at which the levy applicable to the import of frozen cattlemeat intended for processing is suspended (*Journal Officiel* No. L70 dated March 27, 1970).

Regulation (CEE) No. 578/70 extends the 1969/1970 Marketing Year in the cattlemeat sector to July 31, 1970 (*Journal Officiel* No. L70 dated March 27, 1970).

EGGS

Regulation (CEE) No. 570/70 establishes the methods of application for fixing the export refunds in the eggs sector in advance (*Journal Officiel* No. L70 dated March 27, 1970).

Regulation (CEE) No. 571/70 establishes the list of products in the eggs sector which benefit from the system of prefixing refunds for exports to certain third countries (*Journal Officiel* No. L70 dated March 26, 1970).

SUGAR

Regulation (CEE) No. 566/70 fixes the basic amount of the import levy for syrups and certain other products in the sugar sector (*Journal Officiel* No. L69 dated March 26, 1970).

FRUIT AND VEGETABLES

Regulation (CEE) No. 481/70 completes **Regulation (CEE) No. 165/67** concerning the destination of products for which Member States have ensured purchase within the framework of intervention on the market in fruit and vegetables (*Journal Officiel* No. L61 dated March 17, 1970).

Regulation (CEE) No. 487/70 waives **Regulation (CEE) No. 235/70** applying the Common Customs Tariff to imports of certain varieties of sweet oranges originating in Spain (*Journal Officiel* No. L61 dated March 17, 1970).

Regulation (CEE) No. 496/70 sets up the first provisions for the control of the quality of fruit and vegetables which are exported to third countries (*Journal Officiel* No. L62 dated March 18, 1970).

Regulation (CEE) No. 497/70 establishes the methods of application for export refunds in the fruit and vegetables sector (*Journal Officiel* No. L62 dated March 18, 1970).

Regulation (CEE) No. 565/70 relates to the administration of the quality grading system for the import of table apples and modifies **Regulation (CEE) No. 459/70** (*Journal Officiel* No. L69 dated March 26, 1970).

Regulation (CEE) No. 574/70 modifies **Regulation (CEE) No. 2479/69** fixing the coefficients of adaptation to be applied in calculating the entry price for sweet oranges from category II (*Journal Officiel* No. L70 dated March 27, 1970).

Common Customs Tariff

THE *Journal Officiel des Communautés Européennes* No. L16 dated January 22, 1970 contains the text of **Regulation (CEE) No. 107/70** relating to the classification of goods under Common Customs Tariff No. 21.07F (food preparations not elsewhere specified or included, other).

The French text of this Regulation may be seen on application to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

Imports from non-member countries

THE *Board of Trade Journal* dated August 13, 1969 (page 451) contained details of goods which under Article 115 of the Treaty of Rome, will not benefit from Community treatment when imported by a Member State, even though they may be accompanied by a circulation certificate.

The *Journal Officiel des Communautés Européennes* No. L63 dated March 19, 1970 contains the text of **Decision No. 70/203/CEE** and **Decision No. 70/204/CEE** authorizing Italy to exclude from Community treatment the following goods originating in the following third countries:

Common Customs Tariff No.	Description of goods	Country of origin	Period of exemption
Decision No. 70/203/CEE			
ex 16.04	Prepared or preserved fish (except tinned salmon, caviar and caviar substitutes)	Japan	Entry into force of a Common Market Regulation and not later than December 31, 1970
Decision No. 70/204/CEE			
50.04	Silk yarn, other than yarn of noil or other silk waste, not put up for retail sale	South Korea	Entry into force of a Common Market Regulation and not later than December 31, 1970

The *Journal Officiel des Communautés Européennes* No. L68 dated March 25, 1970 contains the text of **Decision No. 70/215/CEE** authorizing Germany to exclude from Community treatment apple preparations and preserves (Common Customs Tariff Nos. ex 20.05 and ex 20.06) originating in China and freely circulating in the Benelux countries.

The *Journal Officiel des Communautés Européennes* No. L61 dated March 17, 1970 contains the text of **Decision No. 70/196/CEE** authorizing Italy to exclude from Community treatment woven fabrics of silk or of waste silk (schappe) (Common Customs Tariff No. 50.09) originating in China and North Korea and freely circulating in the other Member States.

The French texts of these Decisions may be seen on application to the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7174).

CORRECTION

The *Board of Trade Journal* dated March 11, 1970 (page 700) contained an announcement about **Decisions Nos. 70/165/CEE** and **70/166/CEE** authorizing Italy to exclude various goods from Community treatment.

The list of goods published under **Decision No. 70/166/CEE** should be replaced by the following:

Common Customs Tariff No.	Description of goods	Countries of origin	Period of exemption
50.01	Silk worm cocoons	East bloc countries	Entry into force of a Common Market Regulation and not later than December 31, 1970
50.02	Raw-silk (not thrown)	East bloc countries, China, North Korea, South Korea, Japan, Formosa	
50.04	Silk yarn, other than yarn of noil or silk waste, not put up for retail sale	East bloc countries, China, Japan	
50.07	Silk yarn and yarn spun from noil or other waste silk, put up for retail sale	East bloc countries, China, South Korea, Japan, Hong Kong	
50.09	Woven fabrics of silk or of waste silk other than noil	East bloc countries, Japan, Hong-Kong	

(EUROPEAN COMMUNITIES, *continued on page* 995)

Fast freight to Italy. And Alitalia's ground-work is as fast as its flying.

Alitalia send fast cargo jets to Milan, Turin and Rome 13 times a week*. Each DC-9F takes 16 tons. Each one holds eight standard international pallets 88″ x 108″ and two 88″ x 53″ or six 88″ x 125″ or a combination of any three. But any airline can buy fast jets. Speed on the ground is Alitalia's extra asset.

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We speed your cargo-handling with a million-pound computerized terminal which can handle 500 tons a day. It's completely integrated and automated – so we take less than an hour to check your cargo. Then it's ready for collection or jetting onwards to Alitalia's other 90 destinations in 5 continents.

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We're getting enough business to prove the point. See your forwarding agent then. Or contact Alitalia in London, Manchester, Birmingham, Glasgow or Dublin.

Alitalia Cargo system

* In co-operation with BEA

EUROPEAN COMMUNITIES, *continued*

Rules of competition

THE *Board of Trade Journal* dated January 14, 1970 (page 124) contained an announcement about the EEC Commissions **Decision No. 69/477/CEE** on the application for clearance of two agreements, the first between 'la SpA Pirelli' and 'la SpA societa Italiana Dunlop', both of Milan, and the second between 'la société anonyme des pneumatiques Dunlop' and 'la société anonyme Pirelli-France', both of Paris.

An unofficial translation of this Decision may be obtained if required on application to the Commercial Relations and Exports Department, Board of Trade, Room 373, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2354).

FRANCE

Global quotas for imports

THE FRENCH *Journal Officiel* of March 20 announced the opening for the first half of 1970 of the following quotas for the import of goods from all countries outside the Franc Zone and excluding Rhodesia.

Applications for import licences on form AC should be sent to the Direction Generale des Douanes et Droits Indirects (division E), 8 rue de la Tour des Dames, Paris, 9e. Application forms must bear in the apporpriate place the inscription 'Contingents globaux' – Avis du 20 Mars, 1970. No. de Code .....

Applications to import goods in the following lists, which when imported from Britain, are the subject of negotiated bilateral quotas, should be made in accordance with the conditions set out in the appropriate notice and not within the framework of the present notice.

A. Products to be imported by Associations or similar organizations

Quota Code No.	Tariff No.	Product and importing association
770	48.01 A and E 1	Newsprint and paper for periodicals – Societe Professionnelle des Papiers de Presse, 8 rue Yvon-Villarceau, Paris, 16e

B. Products to be imported under licences for which applications are examined as and when received

Quota Code No.	Tariff No.	Product
0261	02.01 ex B II d 1 (1)	Offal, of sheep
D A	Miscellaneous (2)	Various agricultural products with the exception of those imported under the minimum price arrangements
DPM	Miscellaneous (2)	Various sea fishing products
226	27.11 ex B	Petroleum gases and other gaseous hydrocarbons in containers
25	73.02 I J III, 79.01, 84.04 F I, IJI, M, NI, PI	Ferro-alloys, metals and scap of non-ferrous metals
SMC	Miscellaneous (2)	Various products imported under the authority of the Services des Metaux, minerais et materiaux de construction de la Direction des Mines
31	Ex 73.01 B II	Charcoal iron
463	85.21 C, 85.21 ex E	Transistors and similar mounted devices incorporating semi-conductors, and parts
DME	Miscellaneous (2)	Various mechanical and electrical equipment
47	Miscellaneous (2)	Various aeronatucial equipment
48	Ex 89.01 B 1, 89.02	Sea going vessels (including pleasure and sports boats) and tugs
50	Ex 12.01	Hemp seed
51	Miscellaneous (2)	Sundry raw materials and miscellaneous products for the chemical industry
53	Miscellaneous (2)	Raw materials for antibiotics, cortisones and miscellaneous steroids
535	Miscellaneous (2)	Other raw materials for pharmaceutical uses
54	Miscellaneous (2)	Miscellaneous parachemical products
56	Miscellaneous (2)	Miscellaneous glass manufactures
DIDT	Miscellaneous (2)	Various products under the authority of the Direction des Industries Diverses et des Textiles

(1) Imports of the products listed under 02.01 are reserved for importers who have contracts with FORMA. (Fonds d'Orientation et de Regularization des Marches Agricoles).

(2) Importers must specify on their licences the customs tariff numbers of the goods. For quota DA they should refer to the notice of January 26, 1963 which laid down the rules to be followed in making import licence applications in respect of certain agricultural food products.

Inquiries concerning this notice should be addressed to Tariff Section of Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

SPAIN

Opening of global quotas

THE SPANISH global quotas for 1970 were published in the *Board of Trade Journal* dated February 4. The Spanish Authorities have now invited applications from Spanish importers, merchants and industralists against the following quota. Applications should be presented from April 1 to April 30.

Quota Number	Goods	Value of licences for which applications are invited Pesetas
53	Buses, fire-engines and parts for the manufacture of commercial vehicles	151,250,000

MALAWI

Customs tariff amendments and imposition of surtax

GOVERNMENT NOTICES Nos. 36 and 37 published in the *Malawi Gazette,* introduce both customs tariff amendments and a surtax. These were announced in the Malawi budget on March 19, 1970, details of which are given below.

Government Notice No. 36, Customs Tariff (Amendment) (No. 2) Order, 1970, amends, with effect from midnight on March 19, the Customs Tariff to the following extent:

PART III – Customs duties

(a) By the deletion of all material in columns 4 to 6 inclusive in respect of subheading No. 27.07.01 and the substitution therefor of the following:

BTN No.	Nomenclature				
1	2	3	4	5	6
27.07.01	Coal tar distillates suitable for use as motor spirit or as constituents thereof	—	£0 2s. 1d.	£0 2s. 1d.	£0 2s. 1d.

(b) By the deletion of all the material in columns 4 to 6 inclusive in respect of subheading No. 27.10.02 and the substitution therefor of the following:

BTN No.	Nomenclature				
1	2	3	4	5	6
27.10.02	Other motor spirit	—	£0 2s. 1d.	£0 2s. 1d.	£0 2s. 1d.

(c) By the deletion of all the material in columns 4 to 6 inclusive in respect of subheading No. 27.10.21 and the substitution therefor of the following:

BTN No.	Nomenclature				
1	2	3	4	5	6
27.10.21	Distillate and other fuels, n.e.s. (including diesel oil, gas oil and other oils suitable for high-speed diesel engines)	—	£0 0s. 11d.	£0 0s. 11d.	£0.0s. 11d

(d) By the deletion of all the material in column 2 in respect of heading 101.14 and the substitution therefor of the following:

BTN No.	Nomenclature				
1	2	3	4	5	6
101.14	Imported trade samples of negligible commercial value	—	Free	Free	Free

(e) By the deletion of all the material in column 2 in respect of heading 101.15 and the substitution therefor of the following:

(MALAWI, *continued on page* 997)

The business end of Sabena.

An airline with 94% of its passengers on business might be expected to run a businesslike cargo service to deliver the goods their passengers sell.

We do.

In fact in 1966 at Brussels National Airport, a completely new cargo terminal was opened. It's big, fast, fully equipped and was operating a computerised manifesting system long before many other prominent airlines.

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SABENA

London: Skyport 7290/1. Manchester: Mercury 1542. Birmingham: 643 6105. Glasgow: 248 6018/9 Dublin: 773440.

BTN No. 1	Nomenclature 2	3	4	5	6
101.15	Goods imported in a consignment the total cost or value of which at the place of despatch does not exceed the equivalent of £1 10s. 0d. (Malawi), not being wines, spirituous liquors or manfactured tobacco	—	Free	Free	Free

(f) By the deletion of all the material in columns 1 to 6 inclusive in respect of the following item:

BTN No. 1	Nomenclature 2	3	4	5	6
102.01	Packages, in or by which any goods, not liable to an *ad valorem* duty and on which duty is not chargeable on gross weight, are packed or imported, being ordinary and proper packages, for the goods and not being designed for a separate additional use subsequent to importation	—	Free	Free	Free

SURTAX

Government Notice No. 37, Surtax Tariff Order, 1970 which came into operation on April 1, 1970, imposes a surtax in respect of certain goods imported into or manufactured in Malawi, and specified in column 1 in the Schedule below at the rates specified in column 2.

	1 Description of Goods	2 Rate
1.	Goods specified in the following Sections, Chapters and heading of Part III of the customs tariff: Sections: I, II, III Chapter: 87 (other than goods specified in headings, 87.02.05; 87.02.06; 87.02.97; 87.02.98; 87.02.99; 87.06; 87.09; 87.10; 87.12; 87.13.99; 87.14.99 Headings: 24.01.99; 25.23; 69.04; 73.26.01; 73.27.01; 82.01.01; 84.24.02; 102.04	Free
2.	Goods which are expressed to be free of duty in columns 5 of Part III of the customs tariff	Free
3.	Other	5%

This surtax will be in addition to any customs duties, and will become payable in the same way as customs duty, i.e. when the goods are entered for consumption.

The rate of surtax is 5 per cent of the 'value for surtax' of the goods which is the value for customs duty purposes plus any duty payable, increased by 20 per cent. This has the effect of making the rate of surtax 6 per cent of the total of the value for customs duty, the duty, and the additional duty (surcharge).

In general, the procedure for calculation and payment of surtax will be the same as and carried out at the same time as that of customs duty. Particular attention will, however, have to be given to the value for duty purposes in cases where customs duty is specific and not calculated *ad valorem*. In such cases form No. 19 (Declaration of Value) must be submitted with bills of entry.

Comprehensive details of the above notice may be obtained from the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

Customs tariff changes

TELEGRAPHIC ADVICE has been received from Zomba of changes in customs duties effective from midnight March 19, introduced in the Malawi budget for 1970.

A surtax of 6 per cent is to be imposed from midnight March 31, on a wide range of imports, mainly consumer goods.

Any inquiries relating to this notice should be addressed to the Export Data Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext*, 3038) *who compile the half-yearly index to the* Journal.

ZAMBIA

Relaxation of exchange control on remittance of profits

THE BANK of Zambia has announced that the regulations restricting the remittance of profits as dividends have been removed.

These regulations were imposed in April 1968, and restricted the remittance of dividends outside Zambia to 50 per cent of net profits or 30 per cent of paid up capital whichever was the less.

The removal of this restriction will not apply to profits made in the past or current accounting year but will be effective for the local companies' accounting year commencing after April 1, 1970.

Inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2226).

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

THE FOLLOWING CHANGES are notified in the South African *Government Gazette* of March 13:

Amendment of Schedule 1

*Notice R.*397 – whereby the duty on certain surgical dressings is increased from 17½ per cent to 25 per cent.

*Notice R.*398 – whereby specific provision is made for caps, barrels and refills of ball point pens and pencils and the duty thereon is amended from 15 per cent to 15 per cent or 6 c. per dozen.

Amendment of Schedule 3

*Notice No. R.*399 – whereby the provision for a rebate of duty on ethylene polymers and copolymers with a specific gravity not exceeding 0.940, liquid or pasty and in blocks, lumps, powders and similar bulk forms, for the manufacture of pipes is withdrawn.

*Notice No. R.*400 – whereby the provision for a rebate of duty on pressure-sensitive paper (with discardable backing), of a width of 3.5 inches or more in rolls for the manufacture of labels is withdrawn.

*Notice No. R.*401 – whereby the provision for a rebate of duty on caps, barrels and refills, for the manufacture of ball point pens and pencils, is withdrawn.

*Notice No. R.*402 – whereby provision is made for a rebate of the full duty on babassu oil, for purposes other than baking, hydrogenation, mixing with fats or refining.

The following change in Schedule 3 is notified in the South African *Government Gazette* of March 20:

*Notice No. R.*459 – whereby provision is made for a rebate of the full duty on certain raw materials for the manufacture or packing of surgical sutures.

USSR

Road taxes on foreign vehicles

THE SOVIET authorities have recently notified the Embassy in Moscow of the following Regulations, effective from March 1, governing the payment of road taxes on foreign vehicles using Soviet roads:

Regulations for the collection of road taxes for foreign buses, lorries, cars and other types of vehicle on the roads of the Soviet Union.

1. Road taxes for foreign vehicles (buses, lorries, cars, tractors, trailers and semi-trailers) on the roads of the Soviet Union are levied in the amounts shown below.

2. Road taxes for foreign vehicles on the roads of the Soviet Union are levied in foreign currency bought by the State Bank of USSR. The above-mentioned taxes can also be levied in Roubles received in exchange for foreign currency, but this should be confirmed by a certificate from the State Bank of USSR.

Official receipts will be issued against payment of these dues.

(*Continued on next page*)

COUNTRIES GROUPED BY CONTINENTS

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

Are you turning your back when you could be out front in Australia?

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USSR, *continued*

Type of Vehicle	Loading or seating capacity of vehicle	Amounts of Road Taxes			
		On entry into the USSR		On exit from the USSR	
		Basic Tax for each type of vehicle	For each ton of load	For each day spent in the USSR over 10 days	For each transported ton of load
1	2	3	4	5	6
Buses	Up to 40 seats	20·00	—	3·00	—
	Over 40 seats	25·00	—	4·00	—
Lorries or tractors	Up to 10 tons	20·00	1·00	3·00	1·00
	11-15 tons	30·00	1·00	4·00	1·00
	16-20 tons	40·00	1·00	5·00	1·00
	Over 20 tons	50·00	1·00	6·00	1·00
Trailers and Semi-trailers	Up to 10 tons	10·00	1·00	2·00	1·00
	Over 10 tons	15·00	1·00	3·00	1·00
4 Cars of all types		5·00	—	—	—

Note:
If a vehicle is in the USSR for less than 24 hours, only 50 per cent of the basic tax is levied. Additional Taxes shown in columns 4, 5 and 6 are not levied in such cases.

INDONESIA

Bonded warehouses system

NOTIFICATION OF a system of bonded warehouses in Indonesia was published in the *Board of Trade Journal* of June 18, 1969.

The first general entrepot for importing into Indonesia, PT Jado Warehousing, under the operational management of the Superintending Company of Indonesia Ltd. and located at Kampung Bandan, Djakarta (near the Djakarta Business Centre) with covered warehousing space of 12,000 square metres and open yards of approximately 10,000 square metres, has now been operating successfully for about eight months.

Briefly, the system operates as follows:

1. Suppliers must appoint a corporate body or individual in Indonesia to act as their representative with full proxy.
2. Suppliers must, for the forwarding of their goods, appoint a shipping company which has permanent liner services to Indonesia, and give priority to shipping companies who are members of shipping conferences.
3. Suppliers must include insurance for the goods despatched to a general entrepot 'from warehouse to warehouse'.
4. Suppliers must provide make/stamp/mark, clear and not easily erased, on the outside of the goods sent to general entrepot in Indonesia.

FEATURES OF UTILIZING THE GENERAL ENTREPOT

1. The Indonesian market can, at short notice, be supplied with goods by suppliers.
2. Import orders from Indonesia can be processed within a short time, usually after three days, through the general entrepot as compared with the usual procedure which requires a period of between 60-120 days before goods arrive in Indonesian ports. In effect, the goods remain in the warehouse only for the few days it takes the importer to open a letter of credit locally to get the goods cleared.
3. An importer with limited capital may be able to finance importation of goods in greater volume, especially because with the present high rate of interest in Indonesia, about 5 per cent to 7 per cent monthy, importation through the general entrepot means significant loss of interest can be prevented.

GOODS WHICH MAY BE STORED

1. In principle all kinds of goods which are durable for storage can use the facilities of the general entrepot, except (a) arms and explosives and perishable goods, (b) goods strictly prohibited by the Ministry of Trade.

At the present time the government of Indonesia considers that essential goods from donor countries having extended credits and/or grants to Indonesia can take advantage of storage in the general entrepot. Inclusion of other countries of origin (as well as other types of goods) is possible under certain conditions.

Inquiries arising out of this notice should be referred to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2253), quoting Ref. CRE 29592.

SINGAPORE

Import control

THE SINGAPORE *Government Gazette* dated March 20, 1970, publishes the Prohibition of Imports (General Licence) (Amendment No. 3) Notification, 1970, which amends the First Schedule to the Prohibition of Imports (General Licence) Notification, 1965, as follows:

delete the following:

8 Gold coin, gold bullion and any gold in whatever state or form including articles of jewellery or ornament.

and insert:

8 Gold coin and bullion and any gold in whatever state or form other than gold which has been materially increased in value by skilled craftsmanship.

delete the following:

14 Rice in whatever form, including rice flour, rice bran and rice polishings (including rice from the States of Malaya).

and insert:

14 Rice, excluding rice bran.

delete completely the following:

115 Children's bicycles of less than 16 inch frame and less than 24 inch wheel diameter.

insert the following new headings:

121 Radio-active chemical elements and radio-active isotopes, and compounds, inorganic or organic of such elements or isotopes, whether or not chemically defined.

122 Apparatus based on the use of X-ray or of the radiations from radio-active substances (including radio-graphy and radio-therapy appartus) and ancillary equipment including X-ray generators, tubes, screens, high-tension generators, control panels and desks and specialized examination or treatment tables, chairs and the like.

Customs duties amendments

THE SINGAPORE *Government Gazette* dated March 20, 1970, published the Customs Duties (Amendment No. 5) Order which amends the Schedule to the Customs Duties Order, 1969, as follows:

Code	Description	Unit of quantity	Customs Duty		
			Full	Preferential	Excise
	Tobacco, manufactured, not packed for retail sale:				
122 304/1	Not falling within item 122 304-2				
	Old tariff	Lb.	$9	$9	Nil
	New tariff	Lb.	$9·80	$9·80	Nil

ST. CHRISTOPHER, NEVIS AND ANGUILLA

Range increase of consumption taxes

UNDER THE Consumption Tax (Amendment) Order 1970 (No. 7 of 1970) the Government of St. Christopher, Nevis and Anguilla has increased the range of the consumption taxes first introduced in 1969 (see *Board of Trade Journal* of July 9, 1969, page 135) by (a) extending the list of goods subject to specific taxes (and, in certain cases, by increasing the rates of tax as well) and (b) providing for the imposition of a tax of 2½ per cent of the c.i.f. value of all other goods imported for local use or consumption.

Details of the items and taxes involved may be obtained from the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

COLOMBIA

Goods freed from import licensing requirements

RESOLUTION No. 005 of March 10, 1970, issued by the Colombian Institute of Foreign Trade, specifies a list of goods which no longer require a licence for importation into Colombia.

Details of the goods involved may be obtained from the Tariff Section, Export Data Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474).

UNITED STATES

Tariff investigation—umbrellas and parts

THE UNITED STATES Tariff Commission has instituted an investigation to determine whether umbrellas and metal parts thereof (TSUS items 751.05 and 751.20) are being imported into the United States in such increased quantities as to cause or threaten to cause serious injury to the domestic industry producing like or directly competitive products.

A public hearing in connection with this investigation has been arranged for June 2, 1970, in the Tariff Commission Building, Washington DC.

Further details of the investigation may be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397) Ref. FR 17.3.70.

(*Continued on next page*)

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UNITED STATES, *continued*

New burn resistance requirements proposed for occupant compartments

THE *Board of Trade Journal* of January 14, 1970, gave notice of a proposal of the United States Federal Highway Administration to issue a new standard specifying burn resistance requirements for materials used in the occupant compartments of passenger cars, multi-purpose passenger vehicles, trucks and buses.

The Federal Highway Administration has now extended the closing date for filing comments on this proposal to April 30, 1970 (Ref. FR 14.3.70).

Amendment proposed for seat belt assembly

THE UNITED STATES Federal Highway Administration has under consideration a proposal to amend safety standard number 209 by upgrading the requirements for seat belt assemblies for use in passenger cars, multi-purpose passenger vehicles, trucks and buses.

The proposed effective date of this amendment is April 1, 1971.

Interested persons are invited to submit comments on this proposal with the Federal Highway Administration before June 1, 1970 (Ref. FR 17.3.70).

Regulations proposed for multi-stage vehicle manufacture

THE UNITED STATES Federal Highway Administration is considering a proposal to establish regulations which would specify requirements for the provision and use of information and certification procedures for manufacturers who may be involved in the assembly of vehicles of various types which are manufactured in two or more stages.

The intended effective date of this proposal is January 1, 1971.

Interested persons are invited to submit written comments with the Federal Highway Administration before June 16, 1970 (Ref. FR 17.3.70).

Details of the above proposals may be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Labelling and advertising of distilled spirits

THE *Board of Trade Journal* of January 14, 1970, gave notification of a revision of the rules governing the labelling and advertising of distilled spirits.

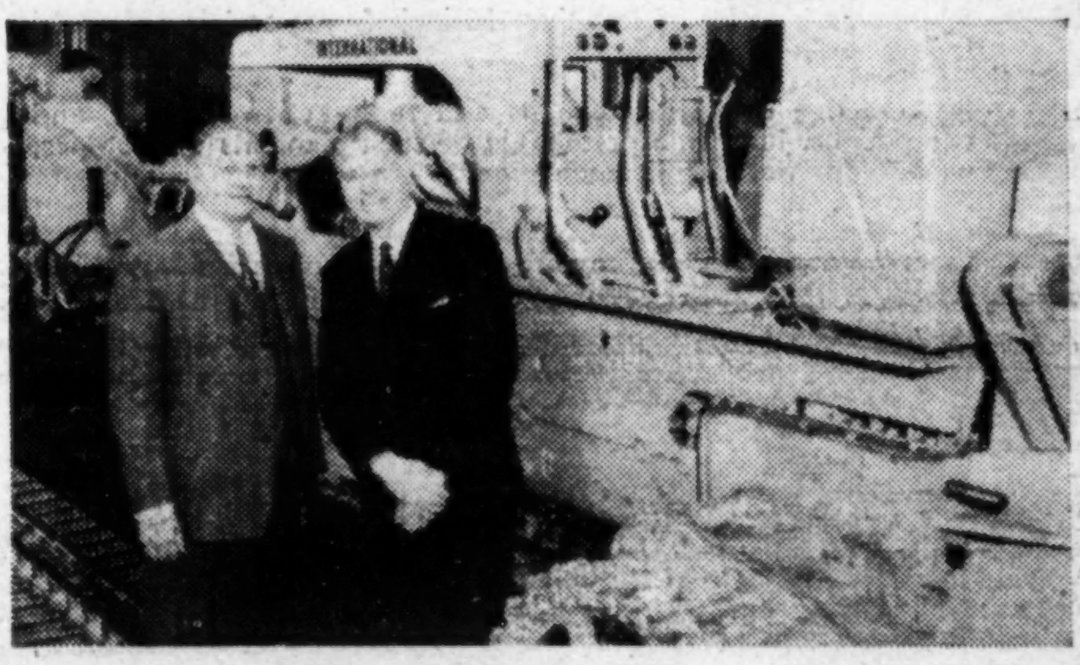
Various proposed amendments and alterations have been published, and interested parties are requested to make representation to the Director, Alcohol, Tobacco and Firearms Division, Internal Revenue Service, Washington, DC 20224, before April 26, 1970.

As yet, these proposals are only in their tentative form, but further details may be obtained from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, W.C.1 (Tel. 01-222 7877, Ext. 2404) (Ref. FR 27.3.70).

Gas pipeline safety standards

ANOTHER IN A SERIES of notices regarding the United States Department of Transportation's proposals for the comprehensive minimum Federal safety standards for gas pipeline facilities and transport of gas has been published.

Interested parties are requested to make representation to the United States Department of Transport before May 11, 1970. Further details may be obtained from the Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, W.C.1 (Tel. 01-222 7877, Ext. 2404) (Ref. FR 24.3.70).



International Harvester Co. of Great Britain Ltd. has received a £750,000 order from Hudswell Badger Ltd., the Yorkshire exporters, for 100 of their 13-ton International BTD-20 crawler tractor, Rolls-Royce powered, units. Hudswell Badger will use these units to power their revolutionary trenchless pipelayers which have already met with considerable success. Most of these will be shipped to such export markets as United States, Canada, Germany and France. The principals in the negotiations were Mr. G. N. Hayes (left), vice-chairman of Hudswell Badger Ltd., and Mr. R. Lewis, in charge of International Harvester sales of engine and transmission units to other equipment manufacturers.

EXPORT HANDBOOKS

The Board of Trade has issued four Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services'. 'Organization for Overseas Marketing' and 'Agency Legislation and Practice Abroad'. Together they contain over 300 pages of information that every exporter should have. To get as many free copies of these four Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (707), Board of Trade, 1 Victoria Street, London, S.W.1.

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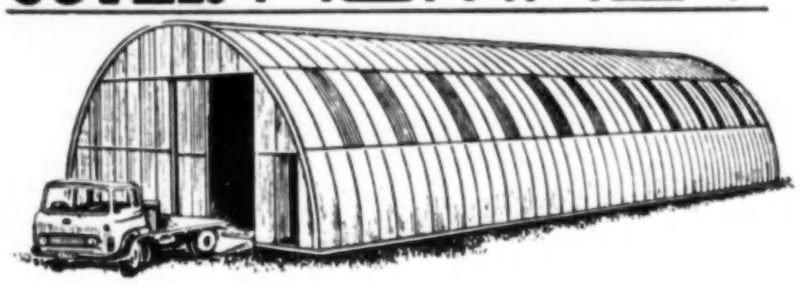
BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

LOW COST BIG COVER SUPER ROMNEY



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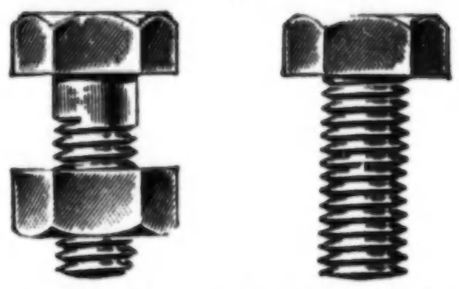

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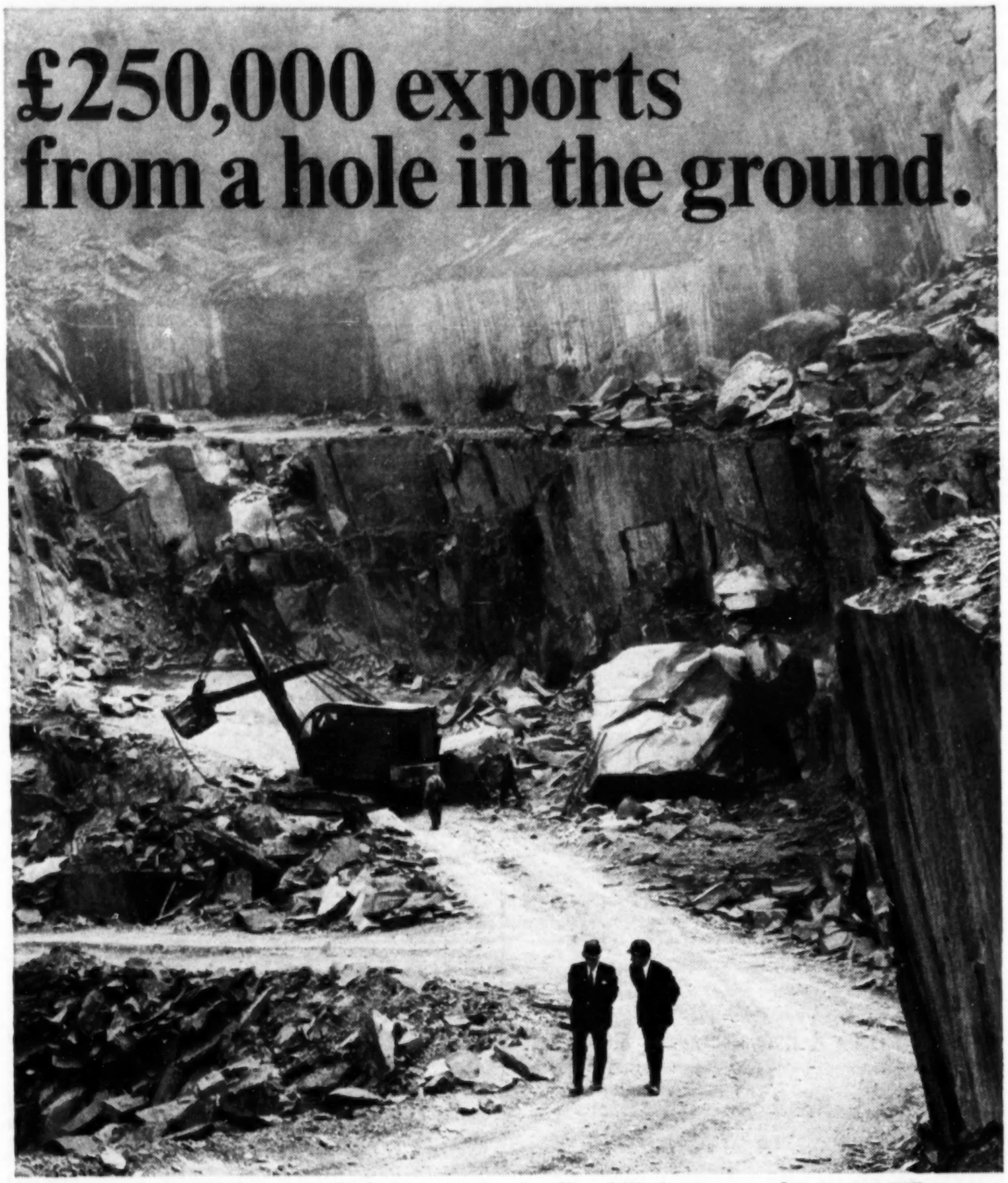
ENGLAND LANCS

£250,000 exports from a hole in the ground.



Whatever your product, you'll find growth markets overseas. This is the view of managing director David W, whose marketing company has revived a pre-1914 tradition of large-scale slate exporting. We talked to him at a slate quarry in Furness.

Interviewer: What are the outlets for slate these days?

David W: Mostly roofing and flooring, and facing for churches, office blocks, underpasses, any kind of largish construction. Insulating switchboards is another application, and many new ones are on the way. We think slate granules have an interesting future on roofing felts. Almost all our export slate is going for building.

Slate is expensive to ship. Was this why the export trade died?

David W: The very high labour content for loading killed exports after 1914. When we began looking at exporting again in 1965, we designed a special collapsible loading box. That, combined with new methods of mechanical loading, put the thing back on a viable basis.

What made you re-start exporting in 1965?

David W: The economic doldrums at home, and a shortage of slate in France.

You started there, but now you've expanded into other markets?

David W: We're also selling in Denmark, Holland, Germany, Iceland — and now U.S.A., which has very big potential. We were up to £250,000 overseas last year, and we think we can double that in time.

How do you develop a new market?

David W: We get help from the British Embassies and we appoint an agent.

Has your ECGD cover helped you expand?

David W: We very soon found we needed this. Each cargo we ship is worth around £20,000 and we often have two cargoes outstanding. If a customer defaulted we'd be in bad trouble. We also plan to use the ECGD comprehensive bank guarantee so that we can raise bank finance for exports at Bank Rate. It's expensive building up export markets. We're very glad of this help through ECGD.

Are you optimistic about the future?

David W: In this trade you take the long view. The first shipment of slate from this quarry was in 1688. Its peak production year was 1863. With a lot of effort, we might begin to approach that size of output again in the nineteen-seventies.

ECGD is the Government Department which insures exporters against loss through default, insolvency, transfer and other risks—and can also help you to reduce the cost of export finance. Get the full run-down from your local ECGD Manager. Contact him this week.

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ECGD

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Four Board of Trade Handbooks give over 250 pages of export information. They are: No. 1, *Services for British Exporters*; No. 2, *ECGD Credit Insurance and Financial Support Services* No. 3, *Organisation for Overseas Marketing*; No. 4, *Agency Legislation and Practice Abroad.* For as many free copies as you require for day-to-day use by your export staff, write now to Information Division, UK Publicity Section A (E3) Board of Trade, 1 Victoria Street, London, SW1.